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# SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

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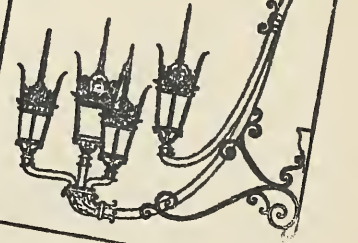
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## SENHI



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RAYMOND L. FLYNN, MAYOR

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CITY OF BOSTON • MASSACHUSETTS

OFFICE OF THE MAYOR  
RAYMOND L. FLYNN

February 11, 1987

Chairman Robert L. Farrell  
Boston Redevelopment Authority  
City Hall, One City Hall Square  
Boston, MA 02201

Dear Chairman Farrell:

As I stated in my communication of January 9, 1987, I believe that the South End Neighborhood Housing Initiative (SENHI) offers us an opportunity to increase affordable housing for residents of the South End and the city of Boston. After careful review of the financial analysis prepared by the Director and the BRA staff, I have concluded that the SENHI Program must require that 1/3 of the units be made affordable to families with incomes at or below 50% of the SMSA median income; 1/3 at or below 80% of the SMSA median; and 1/3 at market levels. I base this decision on a number of factors including:

- °The preponderance of the comments received during the extensive community review process support this position;
- °The need for affordable housing in the city of Boston and in the South End in particular is critical; .
- °The financial gap caused by this requirement is manageable;
- °Affordability is my top priority whenever the city sells vacant land or buildings for housing development.

Community Planning Standards

My position throughout the SENHI process has been that maximum affordability cannot be achieved at the expense of other community values. Therefore, the program must contain the following planning standards:

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lts - helped  
est. county  
guidelines

X





- °All sites must comply with existing zoning and parking requirements (.7 parking spaces per unit); ✓
- °Parcels 30 and P-6A should remain as community gardens and no disposition of garden sites should be proposed until an open space plan for the South End is undertaken; ✓
- °Historic preservation and design guidelines for the South End must apply to all rehabilitation and new construction. ✓

The community's concerns about maintaining existing zoning, design quality, parking requirements and open space needs have production cost implications but, in my judgement, these values are important and cannot be lost in the SENHI process.

Increase Home Ownership

The SENHI Program should also be an opportunity to increase home ownership for first-time home buyers. Boston has one of the lowest rates of home ownership of any city in America. With a 30% home ownership level we are far below the national average for cities (55%) and the national average for all families (65%). Home ownership is the best way to give Bostonians a share in their city and its growth economy. It also has the effect of giving stability to neighborhoods which find themselves in the path of growth. Accordingly, priority should be given to proposals which maximize home ownership opportunities. Nothing should prevent this goal from being achieved through the use of cooperatives or other innovative forms of equity participation.

*Preferences*

Capacity Building

From the outset an important component of SENHI has been the concept of capacity building. What Boston is developing is a new generation of housing producers. The Bricklayers/Laborers Non-Profit Development Corporation, Urban Edge, Tent City Corporation, the Infill Collaborative, Douglass Plaza Associates, Tenants Development Corporation, and so many others are breaking new ground for Boston. The common thread is that community people in partnership with the city and state are rebuilding their neighborhoods for their neighbors. To give a further boost to this new generation of housing producers, preference should be given to Minority Business Enterprises, Community Development Corporations, and joint ventures involving these groups. Community based developers with good track records in the South End, or with affordable housing, should be encouraged to share their skills and capacity with the emerging group of new producers.

*MBE's  
CAC's*



Program Innovation and Partnership

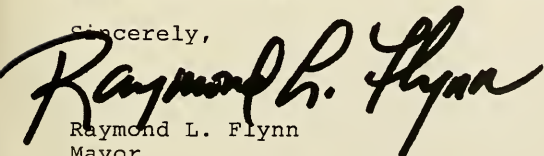
To close the financial gap caused by the affordability requirements and the community planning constraints, the program must encourage innovation from the community development proponents. The maximum flexibility on the use of disposition proceeds from the sale of units and property must be explored, with all proceeds used to close the financial gap. The city will commit existing HOP reservations to the extent necessary to promote opportunities for first-time home buyers. In addition to these contributions we will need assistance from the state to achieve the affordability goals established for this program. The success we have realized in the past three years in producing affordable housing despite the absence of federal funds is due in part to the fine working relationship we have with the Dukakis administration. With their help and the able assistance of Representative Byron Rushing, who has contributed so much to the SENHI process, and the support of his colleagues who represent this neighborhood, we can achieve the affordability goals which have been supported overwhelmingly by the community.

The special efforts the community, city and state must make for SENHI to work underscore the significance of the federal government's retreat from its responsibility to provide affordable housing. The need to produce affordable housing will not lessen, even though our resources are reduced, until new leadership at the national level commits the resources of the nation to the national problem of affordable housing. Until that time, the burden falls on local leadership, public and private, to find new ways to meet affordable housing needs.

I am confident that working together we can make SENHI a fine addition to the new types of community partnerships that Boston is developing. To expedite this program I would like the Request for Proposals issued by March 2, 1987.

In conclusion, I would like to note for the record that the South End community deserves whatever credit is due for fashioning this affordability policy. Through many meetings and countless hours of community debate, although many issues were raised and differences of opinion were voiced, the central theme from all sides was a common desire to make the South End neighborhood a better place to live. This neighborhood spirit is the real cornerstone of the community partnerships emerging in Boston.

Sincerely,

  
Raymond L. Flynn  
Mayor



# SOUTH END HOUSING PRODUCTION COST MODEL

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## SOUTH END HOUSING PRODUCTION COST MODEL

The community has made clear its view that all new development and rehabilitation should conform to existing zoning and should provide the necessary parking, open space, and the quality of design and materials that are typical of recent development projects in the South End.

The Administration's position throughout the SENHI process has been that greater affordability would not be achieved at the expense of the community -- not through inappropriate density, relaxed parking or open space requirements, or cheaper labor or materials. However, the community's planning guidelines regarding zoning, design, parking, and open space do have production cost implications. Since greater affordability can only be achieved by lowering production costs, these planning guidelines limit the field of cost factors that can be reduced to increase affordability.

Numerous studies have been done to identify the costs of housing production and ways to lower them. The analysis in this report focuses on the major housing production cost components to determine how they may be adjusted to reduce the gap between total development cost and project income at desired levels of affordability.

- o Land. The price a developer must pay for land is usually between 15 and 25 percent of the total development cost for a residential project. Because land is such a large component of housing production costs, lowering the price of land can significantly increase affordability. The land in the SENHI program is publicly-owned, and can therefore be disposed of at costs well below market prices.

This analysis tests the subsidy value of the city-owned land and buildings at various levels of affordability. Two land value options are employed. The first is fair reuse value (FRV). FRV is the fair market value of the property for its highest and best uses permitted under the Urban Renewal Plan, reflecting both the advantages created by the project and the requirements and limitations on land uses to be imposed on the redeveloper by the Plan. Land is also valued at a below-market rate (BMR) that reflects a land payment for the portion of land attributed to the market units, and zero land cost for the portion of land attributed to the affordable units.

The value of the city's land and structure contribution to SENHI can be estimated using the FRV method. Assuming no affordability criteria were attached to the rehabilitated or newly-constructed units, the land would be valued in excess of \$11 million. With the affordability distribution required in SENHI, a developer's expected yield from the land and buildings and therefore the price a developer would be willing to pay for them, is lower. Under the conditions required by SENHI, the estimated FRV of the city-owned land and buildings is \$4.7 million.

- o Financing. Financing, or the cost of money, is a cost during the construction phase of a project and at "take-out", when the housing is purchased by the ultimate owner. The interest rate on construction or permanent financing is the price a borrower must pay to borrow money. Construction loan interest is a component of the "soft cost" of produc-





tion. To the extent this interest rate is lower, so too will be the total cost of production. Permanent loan interest is what an owner must pay to purchase housing in addition to the actual cost of producing the housing. This mortgage interest must be figured into what a household can afford to pay per month for housing. To the extent that interest rates on permanent loans are lowered, the household can afford to buy or rent more housing on a given income.

This analysis examines how state housing assistance programs such as MHFA tax-exempt bonds, SHARP, Chapter 707, Homeownership Opportunity Program (HOP), and CDAG, as well as federal assistance through Section 8 and HODAG can be used to lower the cost of financing.

- o Transactions Costs. The developer's profit, and fees for architectural, legal, engineering, and other development-related services are a significant component of production costs. Developer's profit, for instance, often accounts for between 15 and 20 percent of total development costs. This analysis looks at varying profit assumptions, depending upon whether a for-profit or non-profit entity is developer. Fee costs and other soft costs are assumed to be lower for non-profits. These costs can be brought down even lower by obtaining services on a pro bono basis or by reducing development risk.

Land, financing, and transaction cost factors were tested within two developer models. Model I assumes the soft cost and profit expectations of a private, for-profit developer. Model II reflects the development cost assumptions of a non-profit or Community Development Corporation (CDC). In both models, cost assumptions were derived from pro formas obtained from for-profit and non-profit developers of residential development projects in the South End within the past eighteen months. Basing the production cost model on current actual experience in the South End neighborhood in our judgement rests the SENHI policy on firmer ground. Abstractions based on state or national experience could grossly exaggerate, in either direction, probable production costs. A critical analysis of this model framework and underlying cost assumptions was performed by a Boston-based private economic consulting firm.

The gap between the total development cost and project income was calculated for each model-cost scenario assuming one-third of the units are low-income, one-third are moderate, and one-third are market rate. For each model, the model-cost scenario with the lowest gap was tested at two additional affordability distributions: (1) 25 percent low-income units, 25 percent moderate-income units, and 50 percent market rate units; and (2) 17.5 percent low-income units, 17.5 moderate-income units, and 65 percent market rate units.

### Margin of Error

Normally, projects include an estimated contingency for unexpected events which have costs implications. Market experience in the South End shows a contingency range of 3 percent to 10 percent. We have chosen the higher number for rehabilitated units because unforeseen problems during the rehabilitation of vacant buildings, many of which have been abandoned for twenty years, are most likely to occur. A five percent contingency amount was selected for new construction units, for which this potential cost premium is much less likely.







## NOTES

### A. Affordability Assumptions:

- |    |  |  |
|----|--|--|
| 1) | Scenarios I(a), I(b), I(c),<br>II(a), II(b), II(c) | 1/3 units at 50% of SMSA median income;<br>1/3 units at 80% of SMSA median income;<br>1/3 units at market rates. |
| 2) | Scenarios I(d), II(d)                              | 17.5% at 50% SMSA of median; 17.5% at at<br>80% of SMSA median; 65% at market rates.                             |
| 3) | Scenarios I(e), II(e)                              | 25% units at 50% of SMSA median, 25% at 80%<br>of SMSA median, 50% at market rates.                              |

### B. Zoning:

The development program assumed for each site is consistent with existing zoning, design, and historic preservation requirements of the Boston Zoning Code, with the exception of open space requirements. All design-related assumptions are consistent with the requirements of the National Register of Historic Places.

### C. Unit Sizes:

- 1) Market rate units are assumed to be evenly divided between one-bedroom and two-bedroom units. Low- and moderate-income units are assumed to be 2/3 two-bedroom and 1/3 three-bedroom units.
- 2) Gross Square Foot unit sizes are assumed to be weighted averages of 1,004 square feet for newly constructed units and 944 square feet for rehabilitated units.

### D. Land:

- 1) FRV: Fair Reuse Value. Calculated at \$25,000 per market unit for new construction on vacant land and \$35,000 per market unit for the rehabilitated buildings; and \$10,000 per moderate-income unit, and \$5,000 per low-income unit for both new construction and rehabilitation.
- 2) BMR: Below Market Rate. Land cost is paid for market rate units only.

### E. Hard Costs:

Hard costs include site preparation, general conditions, landscaping, paving, interior finish, materials, labor, insurance, bonding, contractor's overhead, and contractor's profit and are assumed at \$75/GSF for rehab and \$90/BSF for new construction.



F. Soft Costs:

- 1) For-Profit Developer: 6% Architectural/Engineering; 3% Legal; .4% Accounting; 4% Developers Fee; all percentages are of Hard Cost in all scenarios, except that equity is a percentage of Total Development Cost (TDC).
- 2) Non-Profit Developer: 4% Architectural/Engineering; 1.5% Legal; .2% Accounting; 4% Developers Fee.
- 3) For-profit scenarios assume 15% return on gross sales for condominiums, on equity in the case of rental. Non-Profit scenarios assume no profit (breakeven) for condominiums, or 6.6% standard MHFA return on equity in the case of rental.
- 4) Scenario I assumes a developer equity requirement at 15% of TDC by the construction lender. Scenario II assumes an equity requirement at 5% of TDC for sales, 10% for rental.
- 5) 10% contingency for rehabilitation may exceed standard market assumptions by 2-5%, but serves as a buffer against hidden site-related and transaction costs. Contingency is 5% for new construction.
- 6) Construction period interest assumes a one-year construction period and a 50% average drawdown of the construction loan.
- 7) Condominium carrying cost is for interest on construction loans from the time of the completion of units until the sale of units assuming an average 6 month sale period.
- 8) Rent-up expenses in the Rental scenarios are assumed at an average of \$600 per market unit and \$300 per low- or moderate-income unit.
- 9) For-sale marketing expenses are assumed at an average of \$600 per market unit and zero for low- and moderate-income units.
- 10) \$500 per unit Tregor fees for low- and moderate-income units are assumed to be absorbed as a development expense.

G. Sales Expense, Rent-up, Marketing:

- 1) 5% brokerage fees assumed for all market units in all scenarios.
- 2) In the Non-Profit scenarios the developers fee and 2% sales expenses are assumed to be adequate to fund non-profit operations for the processing of applications for low- and moderate-income units.





#### H. End Loans:

- 1) Scenarios I(a), and II(a), assume conventional permanent financing terms. All other scenarios assume MHFA Homeownership Opportunity Program (HOP) terms for permanent financing, 5.5% fixed 30 year MHFA mortgage loans for low- and moderate-income units. 5% down payment assumed to be required for all low- and moderate-income units.
- 2) Low- and moderate-income sales prices are derived from the household's ability to pay, assuming that 20% of the household income is allocated to pay mortgage principal and interest. Other costs including (1) mortgage insurance (at .0034 times mortgage amount), (2) property insurance (at .0075 of unit cost), (3) property taxes (at 80% of assessed value times .01642 minus \$120), and (4) condominium (fees at \$75.00 per month) should equal less than 28% of household income.

#### I. Rental:

- 1) Section 8 rents used were published by HUD on 9/1/86 and are assumed to include all utilities. In the absence of section 8, chapter 707 subsidy would be used. 707 rents are lower (1 BR = \$537; 2 BR = \$629; 3 BR = \$769) than section 8 rents by \$30 to \$70 per month. The use of lower 707 rents in some cases is assumed to be offset by higher section 8 rents in other cases (where waivers are obtained from HUD for qualifying tenants).
- 2) Maximum possible SHARP allocations are assumed at \$3,245 per 2 BR per annum and \$3,895 per 3 BR per annum.
- 3) Low- and moderate-income rent in the Tenant Income section of the Rental Income Standards is 50% or 80%, respectively, of SMSA median income times .25 divided by 12. Section 8 income is the HUD Fair Market Rent minus the Tenant Income.
- 4) Total Low Income rents in the Rental Operating Pro Forma may appear high because (a) SHARP is allocated between low- and moderate-income units only and (b) the credit is considered income to the low-income units only.
- 5) 5% vacancy rate is assumed for all units. Thus, gross annual income figures are adjusted accordingly except for SHARP and syndication.
- 6) Syndication proceeds for the MHFA-financed rental scenarios are calculated as 4% of the Total Development Cost allocable to low-income units minus land, minus 30% for transaction costs, minus a 30% discount factor. A 9% credit is used in the non-MHFA rental scenarios. No proceeds are available if the percentage of low-income units is below 20%.



J. Present Value Calculations

All present value calculations are made using a mid-year convention, with the "present" defined as the start of the construction year. The discount rate, 6.9% per year, was chosen to reflect the yield of general obligation (G.O.) bonds for 15 years. The discounted values assume a public subsidy in the form of a stream of payments over 15 years, rather than one up-front payment.



# FINANCIAL ANALYSIS SUMMARY

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SUMMARY OF POTENTIAL OPTIONS

<u>Phase</u>	<u># of Units</u>	<u>Rental/Owner</u>	<u>Affordability</u>	<u>Sites</u>	<u>Developer</u>	<u>Gap</u>
IA	79	79-Homeowners (79 First-time home buyer)	26 @ 50% SMSA 26 @ 80% SMSA 27 @ Market	Vacant Buildings: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66	Competition with preference to MBEs, CDCs, and Joint Ventures with these groups.	\$2.6-3.8 million*
IB	252	100-Rental	33 @ 50% SMSA 33 @ 80% SMSA 34 @ Market	Vacant Parcels: R-11C, RE-7B, 29A, R-12A, R-12B, 33B, SE-98A	Competition with preference to MBEs, CDCs, and Joint Ventures with these groups.	\$1.8-1.9 million*
		152-Homeowners (101 First-time home buyer)	51 @ 50% SMSA 50 @ 80% SMSA 51 @ Market		Competition with preference to MBEs, CDCs, and Joint Ventures with these groups.	\$5.6-8 million*
TOTALS:	331	231-Homeowner (180 First-time home buyer) 100-Rental	110 @ 50% SMSA 109 @ 80% SMSA 112 @ Market			(\$3 million) SENHI dis position proceeds (\$1 million) CDAG
						\$6-9.7 million

\* Gap amounts in excess of city land write-down, HOP, SHARP, Section 8/Chapter 707, and tax syndication subsidies.





SALES ANALYSIS SUMMARY  
REHABILITATION - 79 UNITS

I  
For-Profit Developer

II  
Non-Profit Developer

Affordability	For-Profit Developer			Non-Profit Developer			
	Sales Proceeds	TDC	Surplus (Gap)	Sales Proceeds	TDC	Surplus (Gap)	
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A	\$ 5,760,502	\$10,909,186	(\$5,148,684)	\$ 5,760,502	\$ 9,849,694	(\$4,089,192)
	B	\$ 6,849,858	\$11,094,377	(\$4,244,519)	\$ 6,849,858	\$ 9,871,481	(\$3,021,623)
	C	\$ 6,849,858	\$10,675,094	<u>(\$3,825,236)</u>	\$ 6,849,858	\$ 9,449,654	<u>(\$2,599,796)</u>
35% affordability: 17% at 50% SMSA median; 17% at 80% SMSA median; 65% at market	D	\$ 8,123,369	\$11,428,892	(\$3,305,523)	\$ 8,123,369	\$10,042,790	(\$1,919,421)
	E	\$ 7,511,170	\$11,060,557	(\$3,549,387)	\$ 7,511,170	\$ 9,751,366	(\$2,240,197)
50% affordability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market							

\* TDC includes all sales expenses and profit (if applicable to the scenario)



SALES ANALYSIS  
NEW CONSTRUCTION - 152 UNITS

I  
For-Profit Developer  
II  
Non-Profit Developer

Affordability	Sales Proceeds			TDC	Surplus (Gap)	Sales Proceeds			TDC	Surplus (Gap)
	For-Profit	Non-Profit	Market			For-Profit	Non-Profit	Market		
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A	\$11,039,908	\$22,301,732	(\$10,576,542)	\$11,039,908	\$19,537,299	(\$8,497,391)			
	B	\$13,117,606	\$21,969,659	(\$8,852,053)	\$13,117,606	\$19,578,853	(\$6,461,247)			
	C	\$13,117,606	\$21,168,111	<u>(\$8,050,505)</u>	\$13,117,606	\$18,772,427	<u>(\$5,654,821)</u>			
35% affordability: 17 1/2% at 50% SMSA median; 17 1/2% at 80% SMSA median; 65% at market	D	\$15,467,867	\$22,008,926	(\$6,541,059)	\$15,467,867	\$19,318,041	(\$3,850,174)			
	E	\$14,390,862	\$21,650,429	(\$7,259,567)	\$14,390,862	\$19,456,204	(\$4,701,989)			
50% affordability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market										

\* TDC includes all sales expenses and profit (if applicable to the scenario)



RENTAL ANALYSIS SUMMARY  
NEW CONSTRUCTION - 100 UNITS

I  
For-Profit Developer

II  
Non-Profit Developer

Affordability	PV Gap after Subsidies (\$Nominal)		GAP - Yr. 1	PV Gap after Subsidies (\$ Nominal)			
	First Year Breakeven	Subsidies (\$Nominal)		First Year Breakeven	Subsidies (\$ Nominal)		
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A	(\$ 967,206)		\$ 7,813,152 ( 13,035,610)	(\$ 804,367)		\$ 6,359,200 ( 10,568,179)
	B	(\$ 352,918)		\$ 2,339,147 ( 3,686,946)	(\$ 342,929)		\$ 2,246,331 ( 3,526,667)
35% afford-ability: 17% at 50% SMSA median; 17% at 80% SMSA median; 65% at market	C	(\$ 306,301)		\$ 1,925,496 ( 2,986,729)	(\$ 295,510)		\$ 1,825,556 ( 2,814,382)
	D	(\$ 407,398)		\$ 2,141,989 ( 3,043,002)	(\$ 396,669)		\$ 2,054,765 ( 2,903,520)
50% afford-ability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market	E	(\$ 340,341)		\$ 1,885,332 ( 2,768,880)	(\$ 330,168)		\$ 1,792,037 ( 2,608,655)

\*\* Present Values (PV) are calculated over 15 years at 6.9% discount rate.



SUBSIDY REQUIREMENT  
RENTAL ANALYSIS  
NEW CONSTRUCTION - 100 UNITS

For--Profit Developer

Affordability	Land Contribution	SHARP		Syndication	Total Subsidies	
		\$ .8/Ch. 707				
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A	0	0	\$1,142,955	\$1,142,955	
	B	0	\$1,503,694	507,980	3,491,393	
	C	\$500,000	1,503,694	1,479,720	506,658	3,490,071
35% affordability: 17% at 50% SMSA median; 17 1/2% at 80% SMSA median; 65% at market	D	270,000	808,722	786,738	0	1,595,461
	E	375,000	1,120,369	1,086,350	372,176	2,578,895
50% affordability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market						

Subsidy amounts for SHARP, §8/Ch. 707, and Syndication proceeds represent the present value of a 15 year stream, discounted at 6.9%.





SUBSIDY REQUIREMENT  
RENTAL ANALYSIS  
NEW CONSTRUCTION - 100 UNITS

II  
Non-Profit Developer

Affordability	Land Contribution	SHARP	\$ .8/Ch. 707	Syndication	Total Subsidies	
1/3 at 50% SMSA median; 1/3 at 80% SMSA median; 1/3 at market	A	0	0	\$1,110,899	\$1,110,899	
	B	0	\$1,503,694	\$1,479,720	493,733	3,477,146
	C	\$500,000	1,503,694	1,479,720	492,355	3,475,768
35% affordability: 17% at 50% SMSA median; 17½% at 80% SMSA median; 65% at market	D	270,000	808,722	786,738	0	1,595,461
	E	375,000	1,120,369	1,086,350	361,746	2,568,465
50% affordability: 25% at 50% SMSA median; 25% at 80% SMSA median; 50% at market						

Subsidy amounts for SHARP, §8/Ch. 707, and Syndication proceeds represent the present value of a 15 year stream, discounted at 6.9%.



# ZONING



## ZONING

The development program for the SENHI parcels was shaped in large part by a nine month community process. Over fifteen meetings were held with South End residents and city representatives to gain community input on various program elements. In addition, the BRA and the Mayor's Office of Neighborhood Services received over 50 letters from South End residents and organizations including specific comments and suggestions to improve the initiative.

The major issues directly related to the financial feasibility study, and the general sense of those comments, are listed below.

- o Affordability - The preponderance of the comments received requested that a greater degree of affordability be established as the threshold requirement for the plan. Specifically, the majority of comments supported the requirement that one-third of the units produced be rented or sold to families with incomes at a below 50% of the SMSA median income; one-third at or below 80% of the SMSA median; and one-third at market levels.  
  
A significant but lesser number of comments supported establishing a 35% limit on affordability. Recommendations were also made for 100%, and 50% affordability.
- o Gardens - Strong support was voiced for the community gardens. A number of statements were made in support of maintaining all existing community gardens. It was suggested that a committee of gardeners should plan the garden space at Parcel 6A as well as the current garden sites on other parcels.
- o Technical Assistance - Comments suggested that the BRA should provide technical assistance to promote the development of Single Room Occupancy (SRO) residences and cooperatives. Technical assistance should also be available to Community Development Corporations and non-profit organizations prior to the submission of proposals.
- o Preference - Comments supported establishing a preference for minority business enterprises, community development corporations and non-profit groups or joint ventures between these groups and private developers. Sentiment was also expressed in favor of South End developers with established track records. A significant number of comments contended that South End property owners should be treated the same as MBEs, CDCs and non-profits.
- o Zoning and Land Use - Consensus was reached on the proposal that current zoning requirements should govern all developments. Particular concern was raised about controlling density. The Washington Street parcels should be dedicated to housing use, with some retail and commercial use allowed provided that it is limited.



- o Parking - Comments were split on the issue of parking. Generally, those supporting the "Community Compromise" suggested a parking requirement of .7 spaces per unit. A significant number of comments supported maintaining existing zoning requirements for parking.

The community's comments indicate a clear view that all new development and rehabilitation should conform to existing zoning and should provide the necessary parking, open space, and the quality of design and materials that are typical of recent development projects in the South End. The community's planning guidelines regarding zoning, design, parking, and open space do have production cost implications. Since greater affordability can only be achieved by lowering production costs, these planning guidelines limit the field of cost factors that can be reduced to increase affordability. The proposed number of residential units for the SENHI parcels conform to the existing zoning code as delineated by the following density, open space, height, and parking requirements. The only variances from the Code which would be required by those scenarios would be for open space and yard requirements.

- o Density - To determine the number of units allowed on each SENHI parcel under existing zoning, the allowable gross square footage of building was determined using the floor to area ratios (FAR) set by the Boston Zoning Code. Since the parcels all fall into H-2 or H-3 zones, the buildable square footage is either 2 or 3 times the land area, respectively. This number was divided then by the number of floors assumed possible for each site. Where specific recommendations were not available, an assumption of four floors was used. This yielded the square footage of the building footprint. This number and the product of the number of required parking spaces times 180 square feet were subtracted from the total parcel area in the case of vacant parcels to determine the amount of residual open space. As long as the amount of open space was at least 25 percent of that required by the Zoning Code, the number of units assumed was not reduced on the assumption that less open space in the South End is both acceptable and appropriate from an urban design perspective. In all cases the guidelines assume only residential units, and no commercial space.
- o Height - The maximum height allowed for new construction in the South End is seventy (70) feet, and the minimum is thirty (30) feet. However, any new building must conform with the height and cornice line of adjacent buildings. Rehabilitation of existing buildings essentially must conform to the envelope of the existing building.
- o Parking - The basic parking requirement assumed for each parcel is .7 spaces per unit. For existing buildings, there is no parking requirement unless the proposed development varies from current use. For instance if more units than currently exist are proposed such as on Parcel SE-110 (the Allen House), then .5 parking spaces per unit would be required on every dwelling above the current number of units. However, in all cases the .7 spaces per unit is sufficient to meet current zoning requirements.





One exception to the methodology described above is the case of Parcels SE 59-66 where the methodology produced a density of 40 units, but staff architects advised that 30 units would be more realistic.

### Community Gardens

Two community garden sites, Parcel 30 on Washington Street, known as the "gazebo site", and Parcel P-6A known as the East Berkeley Street Gardens, are retained as garden sites. In preparing the SENHI development program, these community gardens are assumed to remain on their existing sites, and no housing is assumed for either of these parcels. Parcel 30 the gazebo site contains approximately 12,000 square feet of garden space, and on Parcel P-6A, a minimum of 15,000 square feet of the 47,000 square feet will be maintained as a community garden.

### Historic Preservation and Urban Design

The South End of Boston is the largest essentially intact Victorian rowhouse neighborhood in America. Its predominant residential building type is the four or five story red brick rowhouse with elevated basement and mansard roof. The most prevalent style is the bow front. Angled bays and flat fronts are also found along many streets. Characteristic architectural features include decorative entrance canopies and iron-work, elaborate cornices, and granite and brownstone trim.

The extraordinary degree of architectural homogeneity and coherence within the South End results primarily from the relatively short time span during which the area was developed. The majority of the land within the South End was created by filling mudflats and marshes to either side of a narrow neck along Washington Street which connected the colonial Boston settlement on the Shawmut peninsula to the mainland. Major boulevards with long vistas were laid out parallel to Washington Street. Cross streets which often focus on small squares created a more intimate scale. The harmonious South End streetscape was ensured by city stipulation of building setback, height and materials in the deeds which conveyed individual lots along the newly laid out streets.

The physical character of the South End provides its diverse residents with a unique urban living experience. The small squares and parks enhance the neighborhood feeling and the long avenues provide an environment for commercial activity nearby. The pattern of stoops and small yards further encourage neighborly communication.

The primary urban design objective is to create housing that reinforces the physical character and social diversity of the South End. Proposals will be reviewed for compatibility with existing use patterns and architecture in areas such as density, land coverage, height, materials, detailing, proportion and other elements that contribute to the distinctive historic character of the South End.



Many of the parcels offered for development are within either the South End Landmarks District or the adjacent South End Landmarks District Protection Area. Development proposals for new construction and rehabilitation of existing buildings within these areas must comply with the Standards and Criteria of the Boston Landmarks Commission for the District. For parcels located outside the boundaries of the Landmarks District, compliance with the Standards and Criteria is nevertheless strongly encouraged.



SENHI PARCEL PROFILES

# Parcel Desc.	GSF*	FAR	No. Flrs.	No. Units	Parking Spaces	Parking S.F.	Required Open Space	Residual Open Space	Building Footprint
<u>Vacant Buildings</u>									
1. SE-110	8,800	2	3	9	6	-	-	-	-
2. SE-116	11,900	3	4	13	9	-	-	-	-
3. RR-121	6,000	2	3	6	4	-	-	-	-
4. SE-13	5,625	2	4	6	4	-	-	-	-
5. SE-72	14,300	2	4	15	11	-	-	-	-
6. SE-59-66	<u>38,108</u>	3	3	<u>30</u>	<u>22</u>	-	-	-	-
Sub Total	84,733			79	56	-	-	-	-

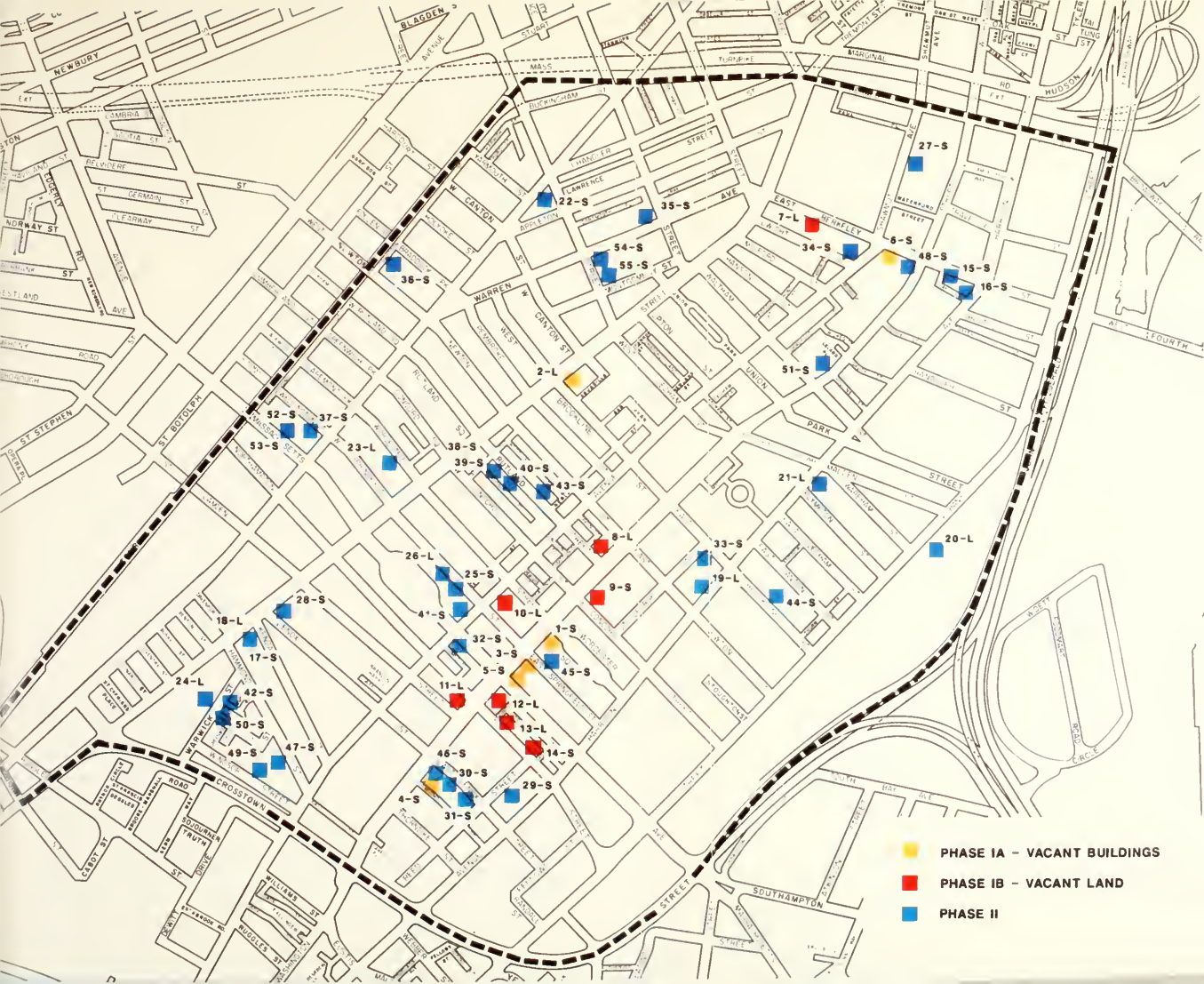
Vacant Lots

7. P-6a**	47,516								
8. 30**	12,000								
9. R11-C	7,947	2	4	16	11	1,980	2,400	1,994	3,974
10. RE-7B	44,920	2	3	89	62	11,160	13,350	3,813	29,947
11. 29-A	24,024	2	4	48	34	6,120	7,200	5,892	12,012
12. R-12A	23,905	2	3	48	34	6,120	7,200	1,848	15,937
13. R-12B	15,090	2	4	30	21	3,780	4,500	3,765	7,545
14. 33B	9,636	2	4	19	13	2,340	2,850	2,478	4,818
15. SE-98A	<u>1,075</u>	2	4	<u>2</u>	<u>1</u>	<u>180</u>	<u>300</u>	<u>358</u>	<u>538</u>
Sub Total	186,113			252	176	31,680	37,800	20,148	74,771

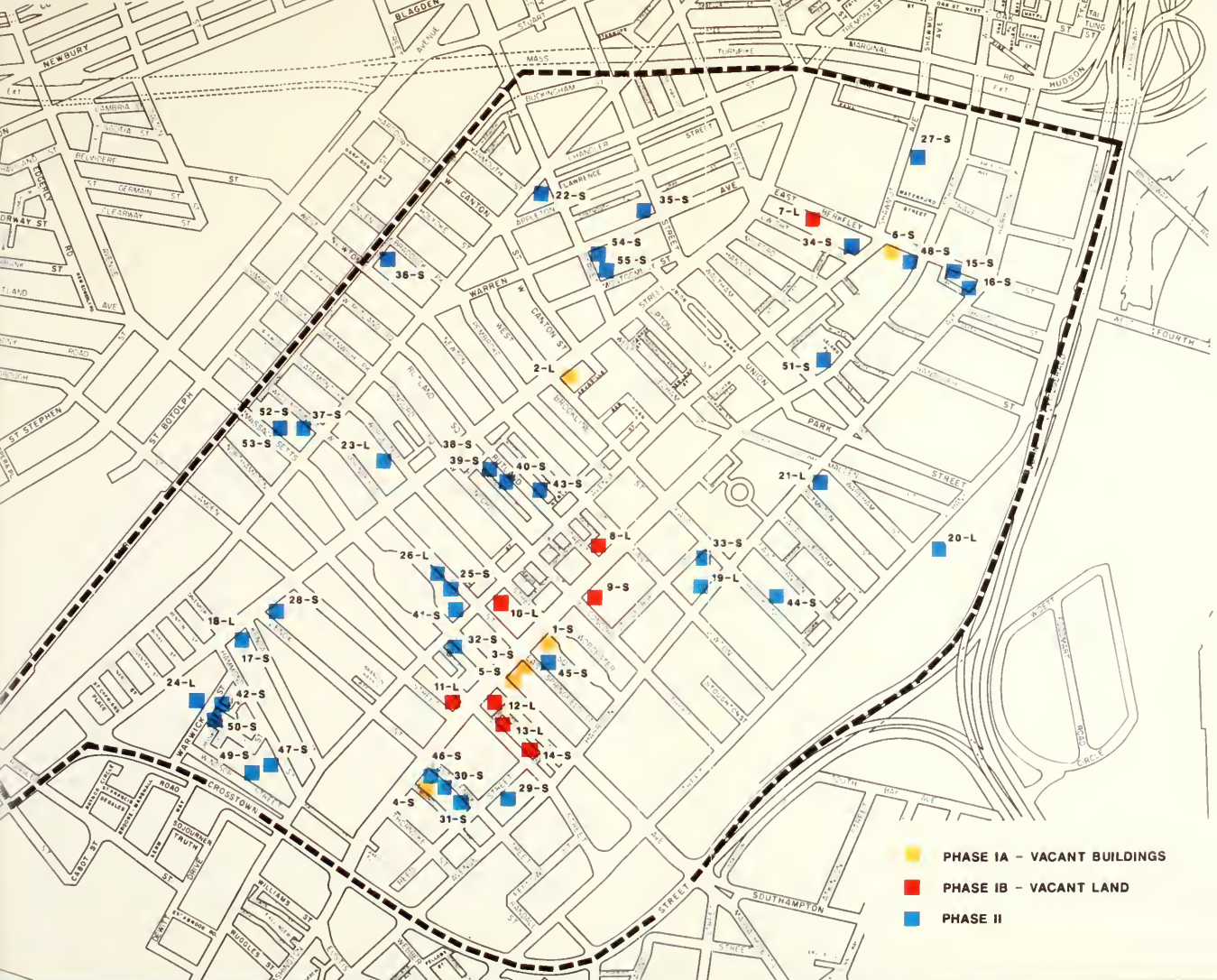
TOTAL	270,846			331	232	31,680	37,800	20,148	74,771
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\* GSF for vacant buildings = Gross Floor Area of existing structures; for vacant parcels = parcel size.  
 \*\* Existing Garden Sites





- PHASE IA - VACANT BUILDINGS
- PHASE IB - VACANT LAND
- PHASE II

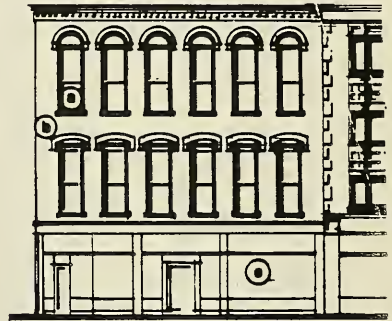






## RENOVATION AND REHABILITATION

- a NEW WINDOWS RECONSTRUCTING HISTORIC APPEARANCE
- b REPAIR OF FACADE WITH SPECIAL EMPHASIS ON STONE AND MASONRY DETAILING
- c REMOVAL OF STOREFRONT AND SIGNAGE TREATMENT NOT SENSITIVE TO ORIGINAL VICTORIAN DESIGN



1789 WASHINGTON

## NEW DEVELOPMENT

- 1 USE OF MANSARD TO REDUCE BUILDING SCALE (HEIGHT)
- 2 BRICK MASONRY PREDOMINANT MATERIAL OF THE SOUTH END
- 3 USE OF DETAILS, PRECAST LINTELS AND SILLS, SPECIAL MASONRY DETAILS, ORIALS AND BAYS TO DUPLICATE SOUTH END VERNACULAR
- 4 COMMERCIAL STOREFRONTS @ GRADE TO REINFORCE GROUND FLOOR RETAIL WHERE APPROPRIATE



CAMDEN STREET

PARCEL 20A

NORTHAMPTON STREET





## **NEW INFILL DEVELOPMENT**

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### **BUILDING HEIGHT**

HEIGHT SHOULD BE CONSISTENT WITH ESTABLISHED CORNICE LINES AND MANSARDS.

### **STREET WALL**

NEW DEVELOPMENT SHOULD FOLLOW THE EXISTING SETBACKS AND FRONTAGES.

### **FACADES**

THE SCALE AND PROPORTION OF THE EXISTING BUILDINGS IS TO BE FOLLOWED. USE OF BAYS, MANSARDS, STOOPS, AND ENTRY STAIRS IS ENCOURAGED.

### **MATERIALS**

MASONRY IS REQUIRED WITH THE USE OF PRECAST CONCRETE, CAST IRON AND WOOD TO ACCENT.

### **DETAILING**

PRECAST LINTELS AND SILLS, BRICK BANDING AND ACCENTS AND CORNICES ARE REQUIRED TO ALLOW NEW DEVELOPMENT TO BE COMPATIBLE WITH EXISTING CHARACTER.



# GAP ANALYSIS



GAP ANALYSIS  
REHABILITATION- 79 SALES UNITS





## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-11E, RR-1E1, SE-12, SE-7E, SE-59-6E.

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	0
HDP IF 1	0
NO LAND COST IF 0	1
PTNSHIP IF 1	0
NO EQUITY IF 1	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,296 SF
NUMBER OF UNITS	75 UNITS
PARKING SPACES	58 SPACES
EQUITY REQUIREMENT	15% OF TDC

## UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	18,855	15,064	80.0%
<b>MODERATE INCOME</b>					
1 BEDROOM UNITS	17	67%	1,065	852	80.0%
2 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,810	24,168	80.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	16	67%	1,065	852	80.0%
3 BEDROOM UNITS	6	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	22	100%	21,875	25,020	90.0%
<b>GRAND TOTAL</b>	<b>75</b>		<b>85,340</b>	<b>62,272</b>	

## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRV)	\$260,000
LOW INCOME UNITS	\$5,000.00 /DU (FRV)	\$125,000
TOTAL LAND COST ----->		\$1,305,000
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC) ----->		\$6,400,500
<b>PROJECT-RELATED SOFT COSTS:</b>		
DEV FEE	6.0% OF HC	\$384,030
LEGAL FEES	3.0% OF HC	\$192,015
ACCOUNTING FEES	0.4% OF HC	\$25,602
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASURER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$51,958
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,000
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$103,607
CONSTRUCTION INTEREST	10.00% PER YEAR	\$370,848
TOTAL SOFT COSTS (SC) ----->		\$1,463,885
TOTAL PROJECT COSTS		\$9,195,385
CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST ----->		\$9,835,435
EQUITY REQUIREMENT		\$1,475,315
TDC/GSF		\$115.25
TDC/1 BEDROOM UNIT		\$88,742
TDC/2 BEDROOM UNIT		\$122,741
TDC/3 BEDROOM UNIT		\$155,011



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

I (a)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$3,148,860
LESS SALES EXPENSE	5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS		\$2,749,289
LESS RETURN ON SALES	15.0%	\$472,329
NET PROFIT (GAP) AFTER SALES	=====	(\$230,201)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	9.00%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$59,306	\$1,008,209
3 BEDROOM UNITS	EACH	\$64,016	\$576,145

GROSS MODERATE INCOME SALES PROCEEDS		\$1,584,354
LESS SALES EXPENSE	2.0%	\$31,687
LESS PRO RATA DEVELOPMENT COSTS		\$3,481,702
LESS RETURN ON SALES	15.0%	\$237,653
NET PROFIT (GAP) AFTER SALES	=====	(\$2,166,689)

SALES PRICE/NSF 2 BEDROOMS:	\$69.61
SALES PRICE/NSF 3 BEDROOMS:	\$59.49

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	9.00%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$37,067	\$667,197
3 BEDROOM UNITS	EACH	\$40,010	\$360,090

GROSS LOW INCOME SALES PROCEEDS		\$1,027,288
LESS SALES EXPENSE	2.0%	\$20,546
LESS PRO RATA DEVELOPMENT COSTS		\$3,504,444
LESS RETURN ON SALES	15.0%	\$154,093
NET PROFIT (GAP) AFTER SALES	=====	(\$2,751,795)

SALES PRICE/NSF 2 BEDROOMS:	\$43.51
SALES PRICE/NSF 3 BEDROOMS:	\$37.18

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES (\$230,201)

1 BEDROOM UNITS:	PER UNIT	(\$7,430)	(\$96,596)
2 BEDROOM UNITS:	PER UNIT	(\$10,277)	(\$133,604)

PROFIT (GAP) FROM MODERATE INCOME SALES (\$2,166,689)

2 BEDROOM UNITS:	PER UNIT	(\$76,383)	(\$1,298,507)
3 BEDROOM UNITS:	PER UNIT	(\$96,465)	(\$868,182)

PROFIT (GAP) FROM LOW INCOME SALES (\$2,751,795)

2 BEDROOM UNITS:	PER UNIT	(\$93,706)	(\$1,686,712)
3 BEDROOM UNITS:	PER UNIT	(\$118,343)	(\$1,065,083)

TOTAL PROFIT (GAP) AFTER SALES (\$5,148,684)



SOUTH END NEIGHBORHOOD HOUSING INITIATIVE  
PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)  
PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-53-66.

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	0
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION: NO. UNITS % AGE GSF NSF EFFICIENCY

MARKET RATE					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%

MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%

LOW INCOME					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%

GRAND TOTAL	79		85,340	68,272	
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DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRV)	\$260,000
LOW INCOME UNITS	\$5,000.00 /DU (FRV)	\$135,000

TOTAL LAND COST	-----)	\$1,305,000
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HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC)	-----)	\$6,400,500

PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$384,030
LEGAL FEES	3.0% OF HC	\$192,015
ACCOUNTING FEES	0.4% OF HC	\$25,602
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$51,858
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0

CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$103,607
CONSTRUCTION INTEREST	10.00% PER YEAR	\$370,648

TOTAL SOFT COSTS (SC)	-----)	\$1,489,885
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TOTAL PROJECT COSTS		\$9,195,385
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CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
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TOTAL DEVELOPMENT COST	-----)	\$9,835,435
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EQUITY REQUIREMENT		\$1,475,315
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TDC/GSF		\$115.25
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TDC/1 BEDROOM UNIT		\$88,742
TDC/2 BEDROOM UNIT		\$122,741
TDC/3 BEDROOM UNIT		\$155,011



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

I (b)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$3,148,860
LESS SALES EXPENSE	5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS		\$2,749,289
LESS RETURN ON SALES	15.0%	\$472,329
NET PROFIT (GAP) AFTER SALES =====		(\$230,201)

MODERATE INCOME SALES (80% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,428,749
3 BEDROOM UNITS	EACH	\$90,718	\$816,462

GROSS MODERATE INCOME SALES PROCEEDS		\$2,245,213
LESS SALES EXPENSE	2.0%	\$44,904
LESS PRO RATA DEVELOPMENT COSTS		\$3,481,702
LESS RETURN ON SALES	15.0%	\$336,782
NET PROFIT (GAP) AFTER SALES =====		(\$1,618,176)

SALES PRICE/NSF 2 BEDROOMS:	\$98.64
SALES PRICE/NSF 3 BEDROOMS:	\$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,699	\$510,290

GROSS LOW INCOME SALES PROCEEDS		\$1,455,785
LESS SALES EXPENSE	2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS		\$3,604,444
LESS RETURN ON SALES	15.0%	\$218,368
NET PROFIT (GAP) AFTER SALES =====		(\$2,396,142)

SALES PRICE/NSF 2 BEDROOMS:	\$61.65
SALES PRICE/NSF 3 BEDROOMS:	\$52.63

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES		(\$230,201)
1 BEDROOM UNITS:	PER UNIT	(\$7,430)
2 BEDROOM UNITS:	PER UNIT	(\$10,277)

PROFIT (GAP) FROM MODERATE INCOME SALES		(\$1,618,176)
2 BEDROOM UNITS:	PER UNIT	(\$57,046)
3 BEDROOM UNITS:	PER UNIT	(\$72,044)

PROFIT (GAP) FROM LOW INCOME SALES		(\$2,396,142)
2 BEDROOM UNITS:	PER UNIT	(\$81,595)
3 BEDROOM UNITS:	PER UNIT	(\$103,048)

TOTAL PROFIT (GAP) AFTER SALES =====		(\$4,244,519)
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## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

I (c)

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	95 SPACES
EQUITY REQUIREMENT	15% OF TDC

## UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
GRAND TOTAL	79		85,340	68,272	

## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST ----->		\$910,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC) ----->		\$6,400,500
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$384,030
LEGAL FEES	3.0% OF HC	\$192,015
ACCOUNTING FEES	0.4% OF HC	\$25,602
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASURER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$49,200
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$98,883
CONSTRUCTION INTEREST	10.00% PER YEAR	\$353,748
TOTAL SOFT COSTS (SC) ----->		\$1,465,602
TOTAL PROJECT COSTS		\$8,776,102
CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST =====>		\$9,416,152
EQUITY REQUIREMENT		\$1,412,423
TDC/6SF		\$110.34
TDC/1 BEDROOM UNIT		\$84,959
TDC/2 BEDROOM UNIT		\$117,509
TDC/3 BEDROOM UNIT		\$148,403



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

I (c)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$3,148,860
LESS SALES EXPENSE	5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS		\$2,632,087
LESS RETURN ON SALES	15.0%	\$472,329
NET PROFIT (GAP) AFTER SALES	=====)	(\$112,999)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,428,749
3 BEDROOM UNITS	EACH	\$90,718	\$816,463

GROSS MODERATE INCOME SALES PROCEEDS		\$2,245,213
LESS SALES EXPENSE	2.0%	\$44,904
LESS PRO RATA DEVELOPMENT COSTS		\$3,333,278
LESS RETURN ON SALES	15.0%	\$336,782
NET PROFIT (GAP) AFTER SALES	=====)	(\$1,469,752)

SALES PRICE/NSF 2 BEDROOMS:	\$98.64
SALES PRICE/NSF 3 BEDROOMS:	\$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,639	\$510,290

GROSS LOW INCOME SALES PROCEEDS		\$1,455,785
LESS SALES EXPENSE	2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS		\$3,450,787
LESS RETURN ON SALES	15.0%	\$218,368
NET PROFIT (GAP) AFTER SALES	=====)	(\$2,242,485)

SALES PRICE/NSF 2 BEDROOMS:	\$61.65
SALES PRICE/NSF 3 BEDROOMS:	\$52.69

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES (\$112,999)

1 BEDROOM UNITS:	PER UNIT	(\$3,647)	(\$47,416)
2 BEDROOM UNITS:	PER UNIT	(\$5,045)	(\$65,583)

PROFIT (GAP) FROM MODERATE INCOME SALES (\$1,469,752)

2 BEDROOM UNITS:	PER UNIT	(\$51,813)	(\$880,829)
3 BEDROOM UNITS:	PER UNIT	(\$65,436)	(\$588,922)

PROFIT (GAP) FROM LOW INCOME SALES (\$2,242,485)

2 BEDROOM UNITS:	PER UNIT	(\$76,363)	(\$1,374,530)
3 BEDROOM UNITS:	PER UNIT	(\$96,429)	(\$867,955)

TOTAL PROFIT (GAP) AFTER SALES -----) (\$3,825,236)



## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

I (d)

MKT	65.0%
MOD	17.5%
LOW	17.5%
NON PROFIT IF 1	0
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING AREA	79,265 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	15% OF TDC

## UNIT MIX:

MARKET RATE	65.0%	(NO INCOME LIMIT)
MODERATE INCOME	17.5%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	17.5%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

## UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	26	50%	770	616	80.0%
2 BEDROOM UNITS	25	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	51	100%	46,645	37,316	80.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	9	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	14	100%	16,310	13,048	80.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	9	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	14	100%	16,310	13,048	80.0%
<b>GRAND TOTAL</b>	<b>79</b>		<b>79,265</b>	<b>63,412</b>	

## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$1,785,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
<b>TOTAL LAND COST</b>		<b>\$1,785,000</b>
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$5,944,875
<b>TOTAL HARD COSTS (HC)</b>		<b>\$5,944,875</b>
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	6.0% OF HC	\$356,693
LEGAL FEES	3.0% OF HC	\$178,346
ACCOUNTING FEES	0.4% OF HC	\$23,780
DEVELOPER'S FEE	4.0% OF HC	\$237,795
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$14,000
RE TAXES DURING CONSTRUCTION		\$52,022
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$59,449
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$217,150
CONSTRUCTION INTEREST	10.00% PER YEAR	\$369,009
<b>TOTAL SOFT COSTS (SC)</b>		<b>\$1,538,843</b>
<b>TOTAL PROJECT COSTS</b>		<b>\$9,268,718</b>
CONTINGENCY (% HARD COSTS)	10.0%	\$594,488
<b>TOTAL DEVELOPMENT COST</b>		<b>\$9,863,206</b>
EQUITY REQUIREMENT		\$1,479,481
TDC/GSF		\$124.43
TDC/1 BEDROOM UNIT		\$95,814
TDC/2 BEDROOM UNIT		\$132,521
TDC/3 BEDROOM UNIT		\$167,363



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	65.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	17.5%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	17.5%

I (d)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$2,642,640
2 BEDROOM UNITS	EACH	\$140,580	\$3,514,500

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$6,157,140
LESS SALES EXPENSE	5.0%	\$307,857
LESS PRO RATA DEVELOPMENT COSTS		\$5,804,191
LESS RETURN ON SALES	15.0%	\$923,571
NET PROFIT (GAP) AFTER SALES =====		(\$878,479)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$756,397
3 BEDROOM UNITS	EACH	\$90,718	\$453,591

GROSS MODERATE INCOME SALES PROCEEDS		\$1,209,987
LESS SALES EXPENSE	2.0%	\$24,200
LESS PRO RATA DEVELOPMENT COSTS		\$2,029,507
LESS RETURN ON SALES	15.0%	\$181,438
NET PROFIT (GAP) AFTER SALES =====		(\$1,025,218)

SALES PRICE/NSF 2 BEDROOMS:	\$98.64
SALES PRICE/NSF 3 BEDROOMS:	\$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$472,748
3 BEDROOM UNITS	EACH	\$56,699	\$283,494

GROSS LOW INCOME SALES PROCEEDS		\$756,242
LESS SALES EXPENSE	2.0%	\$15,125
LESS PRO RATA DEVELOPMENT COSTS		\$2,029,507
LESS RETURN ON SALES	15.0%	\$113,436
NET PROFIT (GAP) AFTER SALES =====		(\$1,401,826)

SALES PRICE/NSF 2 BEDROOMS:	\$61.65
SALES PRICE/NSF 3 BEDROOMS:	\$52.69

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES		(\$878,479)
1 BEDROOM UNITS:	PER UNIT	(\$14,502)
2 BEDROOM UNITS:	PER UNIT	(\$20,057)
PROFIT (GAP) FROM MODERATE INCOME SALES		(\$1,025,218)
2 BEDROOM UNITS:	PER UNIT	(\$66,944)
3 BEDROOM UNITS:	PER UNIT	(\$84,544)
PROFIT (GAP) FROM LOW INCOME SALES		(\$1,401,826)
2 BEDROOM UNITS:	PER UNIT	(\$91,536)
3 BEDROOM UNITS:	PER UNIT	(\$115,601)

TOTAL PROFIT (GAP) AFTER SALES -----)		(\$3,305,523)
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## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING AREA	82,155 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	15% OF TDC

I (e)

MKT	50.0%
MOD	25.0%
LOW	25.0%
NON PROFIT IF 1	0
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

## UNIT MIX:

MARKET RATE	50.0%	(NO INCOME LIMIT)
MODERATE INCOME	25.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	25.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

## UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	20	50%	770	616	80.0%
2 BEDROOM UNITS	19	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	39	100%	35,635	28,508	80.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	13	67%	1,065	852	80.0%
3 BEDROOM UNITS	7	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	20	100%	23,260	18,608	80.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	13	67%	1,065	852	80.0%
3 BEDROOM UNITS	7	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	20	100%	23,260	18,608	80.0%
<b>GRAND TOTAL</b>	<b>79</b>		<b>82,155</b>	<b>65,724</b>	

## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$1,365,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
<b>TOTAL LAND COST</b> -----)		<b>\$1,365,000</b>
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,161,625
<b>TOTAL HARD COSTS (HC)</b> -----)		<b>\$6,161,625</b>
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	6.0% OF HC	\$369,638
LEGAL FEES	3.0% OF HC	\$184,849
ACCOUNTING FEES	0.4% OF HC	\$24,647
DEVELOPER'S FEE	4.0% OF HC	\$246,465
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$20,000
RE TAXES DURING CONSTRUCTION		\$50,654
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$61,616
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$23,400
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$156,840
CONSTRUCTION INTEREST	10.00% PER YEAR	\$361,588
<b>TOTAL SOFT COSTS (SC)</b> -----)		<b>\$1,499,756</b>
<b>TOTAL PROJECT COSTS</b>		<b>\$9,026,381</b>
CONTINGENCY (% HARD COSTS)	10.0%	\$616,163
<b>TOTAL DEVELOPMENT COST</b> =====)		<b>\$9,642,544</b>
<b>EQUITY REQUIREMENT</b>		<b>\$1,446,382</b>
<b>TDC/GSF</b>		<b>\$117.37</b>
TDC/1 BEDROOM UNIT		\$90,375
TDC/2 BEDROOM UNIT		\$124,999
TDC/3 BEDROOM UNIT		\$157,863



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	50.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	25.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	25.0%

I (e)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$2,032,800
2 BEDROOM UNITS	EACH	\$140,580	\$2,671,020

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$4,703,820
LESS SALES EXPENSE	5.0%	\$235,191
LESS PRO RATA DEVELOPMENT COSTS		\$4,182,485
LESS RETURN ON SALES	15.0%	\$705,573
NET PROFIT (GAP) AFTER SALES	=====	(\$419,429)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,092,573
3 BEDROOM UNITS	EACH	\$90,718	\$635,027

GROSS MODERATE INCOME SALES PROCEEDS		\$1,727,600
LESS SALES EXPENSE	2.0%	\$34,552
LESS PRO RATA DEVELOPMENT COSTS		\$2,730,029
LESS RETURN ON SALES	15.0%	\$259,140
NET PROFIT (GAP) AFTER SALES	=====	(\$1,296,121)

SALES PRICE/NSF 2 BEDROOMS:	\$98.64
SALES PRICE/NSF 3 BEDROOMS:	\$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$682,858
3 BEDROOM UNITS	EACH	\$56,699	\$396,892

GROSS LOW INCOME SALES PROCEEDS		\$1,079,750
LESS SALES EXPENSE	2.0%	\$21,595
LESS PRO RATA DEVELOPMENT COSTS		\$2,730,029
LESS RETURN ON SALES	15.0%	\$161,963
NET PROFIT (GAP) AFTER SALES	=====	(\$1,833,837)

SALES PRICE/NSF 2 BEDROOMS:	\$61.65
SALES PRICE/NSF 3 BEDROOMS:	\$52.69

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES		(\$419,429)
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1 BEDROOM UNITS:	PER UNIT	(\$9,063)	(\$181,250)
2 BEDROOM UNITS:	PER UNIT	(\$12,535)	(\$238,169)

PROFIT (GAP) FROM MODERATE INCOME SALES		(\$1,296,121)
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2 BEDROOM UNITS:	PER UNIT	(\$59,345)	(\$771,488)
3 BEDROOM UNITS:	PER UNIT	(\$74,948)	(\$524,634)

PROFIT (GAP) FROM LOW INCOME SALES		(\$1,833,837)
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2 BEDROOM UNITS:	PER UNIT	(\$83,965)	(\$1,091,551)
3 BEDROOM UNITS:	PER UNIT	(\$106,041)	(\$742,286)

TOTAL PROFIT (GAP) AFTER SALES	-----	(\$3,549,387)
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SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)  
 PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

II (a)

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	1
BAR LAND IF 1	0
HOP IF 1	0
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
<b>GRAND TOTAL</b>	<b>79</b>		<b>85,340</b>	<b>68,272</b>	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRV)	\$260,000
LOW INCOME UNITS	\$5,000.00 /DU (FRV)	\$135,000

TOTAL LAND COST -----) \$1,305,000

HARD COSTS:

RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC) -----)		\$6,400,500

PROJECT-RELATED SOFT COSTS:

A/E FEE	4.0% OF HC	\$256,020
LEGAL FEES	1.5% OF HC	\$96,008
ACCOUNTING FEES	0.2% OF HC	\$12,801
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASURY FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$51,858
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0

CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$112,652
CONSTRUCTION INTEREST	10.00% PER YEAR	\$403,005

TOTAL SOFT COSTS (SC) -----) \$1,294,468

TOTAL PROJECT COSTS \$8,999,968

CONTINGENCY (% HARD COSTS) 10.0% \$640,050

TOTAL DEVELOPMENT COST =====) \$9,640,018

EQUITY REQUIREMENT \$482,001

TDC/GSF \$112.96

TDC/1 BEDROOM UNIT	\$86,979
TDC/2 BEDROOM UNIT	\$120,303
TDC/3 BEDROOM UNIT	\$151,931



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

II (a)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,840	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$3,148,860
LESS SALES EXPENSE	5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS		\$2,694,664
LESS RETURN ON SALES	0.0%	\$0
NET PROFIT (GAP) AFTER SALES =====		\$296,753

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	9.00%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$59,306	\$1,008,209
3 BEDROOM UNITS	EACH	\$64,015	\$755,145

GROSS MODERATE INCOME SALES PROCEEDS		\$1,584,354
LESS SALES EXPENSE	2.0%	\$31,887
LESS PRO RATA DEVELOPMENT COSTS		\$3,412,526
LESS RETURN ON SALES	0.0%	\$0
NET PROFIT (GAP) AFTER SALES =====		(\$1,959,859)
SALES PRICE/NSF 2 BEDROOMS:	\$69.61	
SALES PRICE/NSF 3 BEDROOMS:	\$53.49	

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	9.00%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$37,067	\$667,197
3 BEDROOM UNITS	EACH	\$40,010	\$360,090

GROSS LOW INCOME SALES PROCEEDS		\$1,067,298
LESS SALES EXPENSE	2.0%	\$20,546
LESS PRO RATA DEVELOPMENT COSTS		\$3,532,828
LESS RETURN ON SALES	0.0%	\$0
NET PROFIT (GAP) AFTER SALES =====		(\$2,526,086)
SALES PRICE/NSF 2 BEDROOMS:	\$43.51	
SALES PRICE/NSF 3 BEDROOMS:	\$37.18	

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES		\$296,753
1 BEDROOM UNITS:	PER UNIT	\$9,579
2 BEDROOM UNITS:	PER UNIT	\$13,248
PROFIT (GAP) FROM MODERATE INCOME SALES		(\$1,859,859)
2 BEDROOM UNITS:	PER UNIT	(\$65,566)
3 BEDROOM UNITS:	PER UNIT	(\$82,804)
PROFIT (GAP) FROM LOW INCOME SALES		(\$2,526,086)
2 BEDROOM UNITS:	PER UNIT	(\$86,020)
3 BEDROOM UNITS:	PER UNIT	(\$108,636)
TOTAL PROFIT (GAP) AFTER SALES =====		(\$4,089,192)





SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

II (b)

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	1
SMR LAND IF 1	0
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSH IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
<b>GRAND TOTAL</b>	<b>79</b>		<b>85,340</b>	<b>68,272</b>	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$25,000.00 /DU (FRV)	\$910,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRV)	\$260,000
LOW INCOME UNITS	\$5,000.00 /DU (FRV)	\$135,000
TOTAL LAND COST -----)		\$1,305,000
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC) -----)		\$6,400,500
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	4.0% OF HC	\$256,020
LEGAL FEES	1.5% OF HC	\$96,008
ACCOUNTING FEES	0.2% OF HC	\$12,801
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$51,858
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$112,652
CONSTRUCTION INTEREST	10.00% PER YEAR	\$403,005
TOTAL SOFT COSTS (SC) -----)		\$1,294,468
TOTAL PROJECT COSTS		\$8,999,968
CONTINGENCY (* HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST =====)		\$9,640,018
EQUITY REQUIREMENT		\$482,001
TDC/GSF		\$112.96
TDC/1 BEDROOM UNIT		\$86,979
TDC/2 BEDROOM UNIT		\$120,303
TDC/3 BEDROOM UNIT		\$151,931



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

II (b)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$3,148,860
LESS SALES EXPENSE		5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS			\$2,694,664
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		\$296,753

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,426,749
3 BEDROOM UNITS	EACH	\$90,713	\$816,463

GROSS MODERATE INCOME SALES PROCEEDS			\$2,245,213
LESS SALES EXPENSE		2.0%	\$44,904
LESS PRO RATA DEVELOPMENT COSTS			\$3,412,525
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,212,217)
SALES PRICE/NSF 2 BEDROOMS:		\$98.64	
SALES PRICE/NSF 3 BEDROOMS:		\$84.31	

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,699	\$510,290

GROSS LOW INCOME SALES PROCEEDS			\$1,455,785
LESS SALES EXPENSE		2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS			\$3,532,828
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$2,106,158)
SALES PRICE/NSF 2 BEDROOMS:		\$61.65	
SALES PRICE/NSF 3 BEDROOMS:		\$52.69	

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$296,753
1 BEDROOM UNITS:	PER UNIT	\$9,579	\$124,523
2 BEDROOM UNITS:	PER UNIT	\$13,248	\$172,230
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,212,217)
2 BEDROOM UNITS:	PER UNIT	(\$42,735)	(\$726,488)
3 BEDROOM UNITS:	PER UNIT	(\$53,970)	(\$485,730)
PROFIT (GAP) FROM LOW INCOME SALES			(\$2,106,158)
2 BEDROOM UNITS:	PER UNIT	(\$71,721)	(\$1,290,969)
3 BEDROOM UNITS:	PER UNIT	(\$90,577)	(\$815,189)
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$3,021,623)



## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

II (c)

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	1
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSH IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING AREA	85,340 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

## UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	13	50%	770	616	80.0%
2 BEDROOM UNITS	13	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	26	100%	23,855	19,084	80.0%
MODERATE INCOME					
2 BEDROOM UNITS	17	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	26	100%	30,210	24,168	80.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,065	852	80.0%
3 BEDROOM UNITS	9	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	27	100%	31,275	25,020	80.0%
GRAND TOTAL	79		85,340	68,272	

## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$310,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST		\$310,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,400,500
TOTAL HARD COSTS (HC)		\$6,400,500
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$256,020
LEGAL FEES	1.5% OF HC	\$96,008
ACCOUNTING FEES	0.2% OF HC	\$12,801
DEVELOPER'S FEE	4.0% OF HC	\$256,020
TREASURER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$26,500
RE TAXES DURING CONSTRUCTION		\$49,200
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$64,005
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$15,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$107,372
CONSTRUCTION INTEREST	10.00% PER YEAR	\$384,116
TOTAL SOFT COSTS (SC)		\$1,267,641
TOTAL PROJECT COSTS		\$8,578,141
CONTINGENCY (% HARD COSTS)	10.0%	\$640,050
TOTAL DEVELOPMENT COST		\$9,218,191
EQUITY REQUIREMENT		\$460,910
TDC/GSF		\$108.02
TDC/1 BEDROOM UNIT		\$83,173
TDC/2 BEDROOM UNIT		\$115,038
TDC/3 BEDROOM UNIT		\$145,283



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

II (c)

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$1,321,320
2 BEDROOM UNITS	EACH	\$140,580	\$1,827,540
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$3,148,860
LESS SALES EXPENSE		5.0%	\$157,443
LESS PRO RATA DEVELOPMENT COSTS			\$2,576,751
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		\$414,666

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,672	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,428,749
3 BEDROOM UNITS	EACH	\$90,718	\$816,463
GROSS MODERATE INCOME SALES PROCEEDS			\$2,245,213
LESS SALES EXPENSE		2.0%	\$44,904
LESS PRO RATA DEVELOPMENT COSTS			\$3,263,201
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,062,892)
SALES PRICE/NSF 2 BEDROOMS:	\$98.64		
SALES PRICE/NSF 3 BEDROOMS:	\$84.31		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,699	\$510,290
GROSS LOW INCOME SALES PROCEEDS			\$1,455,785
LESS SALES EXPENSE		2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS			\$3,378,239
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,951,569)
SALES PRICE/NSF 2 BEDROOMS:	\$61.65		
SALES PRICE/NSF 3 BEDROOMS:	\$52.69		

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$414,666
1 BEDROOM UNITS:	PER UNIT	\$13,385	\$174,001
2 BEDROOM UNITS:	PER UNIT	\$18,513	\$240,664
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,062,892)
2 BEDROOM UNITS:	PER UNIT	(\$37,470)	(\$636,997)
3 BEDROOM UNITS:	PER UNIT	(\$47,322)	(\$425,896)
PROFIT (GAP) FROM LOW INCOME SALES			(\$1,951,569)
2 BEDROOM UNITS:	PER UNIT	(\$66,456)	(\$1,196,214)
3 BEDROOM UNITS:	PER UNIT	(\$83,328)	(\$755,356)
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$2,599,796)





## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)

PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

II(d)

MKT	65.0%
MOD	17.5%
LOW	17.5%
NON PROFIT IF 1	1
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING AREA	79,265 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

## UNIT MIX:

MARKET RATE	65.0%	(NO INCOME LIMIT)
MODERATE INCOME	17.5%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	17.5%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	26	50%	770	616	80.0%
2 BEDROOM UNITS	25	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	51	100%	46,645	37,316	80.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	9	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	14	100%	16,310	13,048	80.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	9	67%	1,065	852	80.0%
3 BEDROOM UNITS	5	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	14	100%	16,310	13,048	80.0%
<b>GRAND TOTAL</b>	<b>79</b>		<b>79,265</b>	<b>63,412</b>	

## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$1,785,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
<b>TOTAL LAND COST</b>		<b>\$1,785,000</b>
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$5,944,875
<b>TOTAL HARD COSTS (HC)</b>		<b>\$5,944,875</b>
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	4.0% OF HC	\$237,795
LEGAL FEES	1.5% OF HC	\$89,173
ACCOUNTING FEES	0.2% OF HC	\$11,890
DEVELOPER'S FEE	4.0% OF HC	\$237,795
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$14,000
RE TAXES DURING CONSTRUCTION		\$52,022
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$59,449
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$236,549
CONSTRUCTION INTEREST	10.00% PER YEAR	\$401,973
<b>TOTAL SOFT COSTS (SC)</b>		<b>\$1,371,246</b>
<b>TOTAL PROJECT COSTS</b>		<b>\$9,101,121</b>
CONTINGENCY (% HARD COSTS)	10.0%	\$594,488
<b>TOTAL DEVELOPMENT COST</b>		<b>\$9,695,609</b>
<b>EQUITY REQUIREMENT</b>		<b>\$484,780</b>
<b>TDC/GSF</b>		<b>\$122.32</b>
TDC/1 BEDROOM UNIT		\$94,186
TDC/2 BEDROOM UNIT		\$130,270
TDC/3 BEDROOM UNIT		\$164,519



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	65.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	17.5%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	17.5%

II(d)

MARKET RATE SALES            PRICE/NSF =            \$165

1 BEDROOM UNITS	EACH	\$101,640	\$2,642,640
2 BEDROOM UNITS	EACH	\$140,580	\$3,514,500

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GROSS SALES PROCEEDS OF MARKET RATE UNITS            \$6,157,140

LESS SALES EXPENSE	5.0%	\$307,857
LESS PRO RATA DEVELOPMENT COSTS		\$5,705,566
LESS RETURN ON SALES	0.0%	\$0

NET PROFIT (GAP) AFTER SALES =====)            \$143,717

MODERATE INCOME SALES (80% OF MEDIAN INCOME)

MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)
MORTGAGE INTEREST RATE:	5.50%	
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%	

MAXIMUM SALES PRICE MODERATE INCOME:

2 BEDROOM UNITS	EACH	\$84,044	\$756,397
3 BEDROOM UNITS	EACH	\$90,718	\$453,591

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GROSS MODERATE INCOME SALES PROCEEDS            \$1,209,997

LESS SALES EXPENSE	2.0%	\$24,200
LESS PRO RATA DEVELOPMENT COSTS		\$1,995,021
LESS RETURN ON SALES	0.0%	\$0

NET PROFIT (GAP) AFTER SALES =====)            (\$809,234)

SALES PRICE/NSF 2 BEDROOMS:            \$98.64

SALES PRICE/NSF 3 BEDROOMS:            \$84.31

LOW INCOME SALES (50% OF MEDIAN INCOME):

MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)
INTEREST RATE:	5.50%	
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%	

MAXIMUM SALES PRICE LOW INCOME:

2 BEDROOM UNITS	EACH	\$52,528	\$472,748
3 BEDROOM UNITS	EACH	\$56,699	\$283,494

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GROSS LOW INCOME SALES PROCEEDS            \$756,242

LESS SALES EXPENSE	2.0%	\$15,125
LESS PRO RATA DEVELOPMENT COSTS		\$1,995,021
LESS RETURN ON SALES	0.0%	\$0

NET PROFIT (GAP) AFTER SALES =====)            (\$1,253,904)

SALES PRICE/NSF 2 BEDROOMS:            \$61.65

SALES PRICE/NSF 3 BEDROOMS:            \$52.69

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES            \$143,717

1 BEDROOM UNITS:	PER UNIT	\$2,372	\$61,683
2 BEDROOM UNITS:	PER UNIT	\$3,281	\$82,034

PROFIT (GAP) FROM MODERATE INCOME SALES            (\$809,234)

2 BEDROOM UNITS:	PER UNIT	(\$52,841)	(\$475,567)
3 BEDROOM UNITS:	PER UNIT	(\$66,733)	(\$333,666)

PROFIT (GAP) FROM LOW INCOME SALES            (\$1,253,904)

2 BEDROOM UNITS:	PER UNIT	(\$81,877)	(\$736,890)
3 BEDROOM UNITS:	PER UNIT	(\$103,403)	(\$517,014)

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TOTAL PROFIT (GAP) AFTER SALES -----)            (\$1,919,421)



SOUTH END NEIGHBORHOOD HOUSING INITIATIVE  
 PARCEL NUMBER: AGGREGATE OF ALL PHASE 1A REHABS (#1-6)  
 PARCEL DESCRIPTION: SE-110, SE-116, RR-121, SE-13, SE-72, SE-59-66.

MKT	50.0%
MOD	25.0%
LOW	25.0%
NON PROFIT IF 1	1
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	80.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING AREA	82,155 GSF
PARCEL SIZE	38,396 SF
NUMBER OF UNITS	79 UNITS
PARKING SPACES	55 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	50.0%	(NO INCOME LIMIT)
MODERATE INCOME	25.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	25.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	20	50%	770	616	80.0%
2 BEDROOM UNITS	19	50%	1,065	852	80.0%
TOTAL MARKET RATE UNITS	39	100%	25,635	28,508	80.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	13	67%	1,065	852	80.0%
3 BEDROOM UNITS	7	33%	1,345	1,076	80.0%
TOTAL MODERATE RATE UNITS	20	100%	23,260	18,608	80.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	13	67%	1,065	852	80.0%
3 BEDROOM UNITS	7	33%	1,345	1,076	80.0%
TOTAL LOW INCOME UNITS	20	100%	23,260	18,608	80.0%
<b>GRAND TOTAL</b>	<b>79</b>		<b>82,155</b>	<b>65,724</b>	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$35,000.00 /DU (FRV)	\$1,365,000
MODERATE INCOME UNITS	\$0.00 /DU (FRV)	\$0
LOW INCOME UNITS	\$0.00 /DU (FRV)	\$0
TOTAL LAND COST -----)		\$1,365,000
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$75 PER GSF	\$6,161,625
TOTAL HARD COSTS (HC) -----)		\$6,161,625
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	4.0% OF HC	\$246,465
LEGAL FEES	1.5% OF HC	\$92,424
ACCOUNTING FEES	0.2% OF HC	\$12,322
DEVELOPER'S FEE	4.0% OF HC	\$246,465
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$20,000
RE TAXES DURING CONSTRUCTION		\$50,654
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$61,616
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$23,400
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$170,595
CONSTRUCTION INTEREST	10.00% PER YEAR	\$393,299
TOTAL SOFT COSTS (SC) -----)		\$1,317,241
TOTAL PROJECT COSTS		\$8,843,866
CONTINGENCY (% HARD COSTS)	10.0%	\$616,163
TOTAL DEVELOPMENT COST =====)		\$9,460,029
EQUITY REQUIREMENT		\$473,001
TDC/GSF		\$115.15
TDC/1 BEDROOM UNIT		\$88,664
TDC/2 BEDROOM UNIT		\$122,633
TDC/3 BEDROOM UNIT		\$154,875



REHABILITATION ANALYSIS	PERCENT MARKET RATE:	50.0%
PARCELS NUMBER 1 THRU 6	PERCENT MOD INCOME:	25.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	25.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$101,640	\$2,032,800
2 BEDROOM UNITS	EACH	\$140,580	\$2,671,020
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$4,703,820
LESS SALES EXPENSE		5.0%	\$235,191
LESS PRO RATA DEVELOPMENT COSTS			\$4,103,318
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		\$365,311

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,092,573
3 BEDROOM UNITS	EACH	\$90,718	\$625,027
GROSS MODERATE INCOME SALES PROCEEDS			\$1,727,600
LESS SALES EXPENSE		2.0%	\$34,552
LESS PRO RATA DEVELOPMENT COSTS			\$2,678,355
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$985,307)
SALES PRICE/NSF 2 BEDROOMS:		\$98.64	
SALES PRICE/NSF 3 BEDROOMS:		\$84.31	

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$682,858
3 BEDROOM UNITS	EACH	\$56,639	\$396,832
GROSS LOW INCOME SALES PROCEEDS			\$1,079,750
LESS SALES EXPENSE		2.0%	\$21,595
LESS PRO RATA DEVELOPMENT COSTS			\$2,678,355
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,620,200)
SALES PRICE/NSF 2 BEDROOMS:		\$61.85	
SALES PRICE/NSF 3 BEDROOMS:		\$52.69	

## GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$365,311
1 BEDROOM UNITS:	PER UNIT	\$7,894	\$157,872
2 BEDROOM UNITS:	PER UNIT	\$10,918	\$207,438
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$985,307)
2 BEDROOM UNITS:	PER UNIT	(\$45,114)	(\$586,482)
3 BEDROOM UNITS:	PER UNIT	(\$56,975)	(\$398,825)
PROFIT (GAP) FROM LOW INCOME SALES			(\$1,620,200)
2 BEDROOM UNITS:	PER UNIT	(\$74,184)	(\$964,388)
3 BEDROOM UNITS:	PER UNIT	(\$93,687)	(\$655,812)
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$2,240,197)





GAP ANALYSIS

NEW CONSTRUCTION - 152 SALES UNITS



SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-38A.

CASE Ia	33.0%
MKT	32.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	0
HOP IF 1	0
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,920	45,832	85.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
<b>GRAND TOTAL</b>	152		152,285	129,442	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$10,000 /DU (FRV)	\$500,000
LOW INCOME UNITS	\$5,000 /DU (FRV)	\$255,000
TOTAL LAND COST -----)		\$2,030,000
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC) -----)		\$13,705,650
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	6.0% OF HC	\$822,339
LEGAL FEES	3.0% OF HC	\$411,170
ACCOUNTING FEES	0.4% OF HC	\$54,823
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$105,901
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$127,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$215,763
CONSTRUCTION INTEREST	10.00% PER YEAR	\$760,591
TOTAL SOFT COSTS (SC) -----)		\$3,136,969
TOTAL PROJECT COSTS		\$18,872,619
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST =====)		\$19,557,902
EQUITY REQUIREMENT		\$2,933,685
TDC/GSF		\$128.43
TDC/1 BEDROOM UNIT		\$89,901
TDC/2 BEDROOM UNIT		\$128,430
TDC/3 BEDROOM UNIT		\$159,895



NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$6,058,800
LESS SALES EXPENSE	5.0%	\$302,940
LESS PRO RATA DEVELOPMENT COSTS		\$5,548,159
LESS RETURN ON SALES	15.0%	\$908,820
NET PROFIT (GAP) AFTER SALES =====>		(\$701,119)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	9.00%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$59,306	\$2,016,419
3 BEDROOM UNITS	EACH	\$64,016	\$1,024,257

GROSS MODERATE INCOME SALES PROCEEDS		\$3,040,676
LESS SALES EXPENSE	2.0%	\$60,814
LESS PRO RATA DEVELOPMENT COSTS		\$6,324,924
LESS RETURN ON SALES	15.0%	\$456,101
NET PROFIT (GAP) AFTER SALES =====>		(\$4,401,163)

SALES PRICE/NSF 2 BEDROOMS:	\$69.77
SALES PRICE/NSF 3 BEDROOMS:	\$60.49

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	9.00%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$37,067	\$1,260,262
3 BEDROOM UNITS	EACH	\$40,010	\$680,171

GROSS LOW INCOME SALES PROCEEDS		\$1,940,432
LESS SALES EXPENSE	2.0%	\$38,809
LESS PRO RATA DEVELOPMENT COSTS		\$7,084,819
LESS RETURN ON SALES	15.0%	\$291,065
NET PROFIT (GAP) AFTER SALES =====>		(\$5,474,260)

SALES PRICE/NSF 2 BEDROOMS:	\$43.61
SALES PRICE/NSF 3 BEDROOMS:	\$37.81

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES		(\$701,119)
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1 BEDROOM UNITS:	PER UNIT	(\$11,361)	(\$295,379)
2 BEDROOM UNITS:	PER UNIT	(\$16,230)	(\$405,740)

PROFIT (GAP) FROM MODERATE INCOME SALES		(\$4,401,163)
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2 BEDROOM UNITS:	PER UNIT	(\$81,624)	(\$2,775,214)
3 BEDROOM UNITS:	PER UNIT	(\$101,622)	(\$1,625,949)

PROFIT (GAP) FROM LOW INCOME SALES		(\$5,474,260)
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2 BEDROOM UNITS:	PER UNIT	(\$99,234)	(\$3,373,966)
3 BEDROOM UNITS:	PER UNIT	(\$123,547)	(\$2,100,294)

TOTAL PROFIT (GAP) AFTER SALES =====>		(\$10,576,542)
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## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 18 VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-38A.

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING SIZE 152,285  
 PARCEL SIZE 76,360 SF  
 NUMBER OF UNITS 152 UNITS  
 PARKING SPACES 106 SPACES  
 EQUITY REQUIREMENT 15% OF TDC

CASE Ib  
 MKT 32.0%  
 MOD 32.0%  
 LOW 33.0%  
 NON PROFIT IF 1 0  
 BMR LAND IF 1 0  
 HOP IF 1 1  
 NO LAND COST IF 0 1  
 PTNRSH IF 1 0  
 NO EQUITY IF 0 1  
 MKT PRICE/NSF \$165  
 EFFICIENCY 85.0%

## UNIT MIX:

MARKET RATE 33.0% (NO INCOME LIMIT)  
 MODERATE INCOME 33.0% (NOT MORE THAN 80% OF SMSA MEDIAN INCOME)  
 LOW INCOME 33.0% (NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

## UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET-RATE UNITS	51	100%	43,200	36,720	85.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,320	45,832	85.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
<b>GRAND TOTAL</b>	<b>152</b>		<b>152,285</b>	<b>129,442</b>	

## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$10,000 /DU (FRV)	\$500,000
LOW INCOME UNITS	\$5,000 /DU (FRV)	\$255,000
TOTAL LAND COST -----)		\$2,030,000
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC) -----)		\$13,705,650
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	6.0% OF HC	\$822,339
LEGAL FEES	3.0% OF HC	\$411,170
ACCOUNTING FEES	0.4% OF HC	\$54,823
DEVELOPER'S FEE	4.0% OF HC	\$548,226
REGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$105,901
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$215,763
CONSTRUCTION INTEREST	10.00% PER YEAR	\$760,591
TOTAL SOFT COSTS (SC) -----)		\$3,136,969
TOTAL PROJECT COSTS		\$18,872,619
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST =====)		\$19,557,302
EQUITY REQUIREMENT		\$2,933,685
TDC/GSF		\$128.43
TDC/1 BEDROOM UNIT		\$89,901
TDC/2 BEDROOM UNIT		\$128,430
TDC/3 BEDROOM UNIT		\$159,895





NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
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GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$6,058,800
LESS SALES EXPENSE	5.0%		\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$5,548,159
LESS RETURN ON SALES	15.0%		\$908,820
NET PROFIT (GAP) AFTER SALES	=====		(\$701,119)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,857,498
3 BEDROOM UNITS	EACH	\$90,718	\$1,451,491
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GROSS MODERATE INCOME SALES PROCEEDS			\$4,308,989
LESS SALES EXPENSE	2.0%		\$86,180
LESS PRO RATA DEVELOPMENT COSTS			\$6,924,924
LESS RETURN ON SALES	15.0%		\$646,348
NET PROFIT (GAP) AFTER SALES	=====		(\$3,348,463)
SALES PRICE/NSF 2 BEDROOMS:		\$98.88	
SALES PRICE/NSF 3 BEDROOMS:		\$85.72	

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,785,936
3 BEDROOM UNITS	EACH	\$56,539	\$963,880
<hr/>			
GROSS LOW INCOME SALES PROCEEDS			\$2,749,817
LESS SALES EXPENSE	2.0%		\$54,396
LESS PRO RATA DEVELOPMENT COSTS			\$7,084,819
LESS RETURN ON SALES	15.0%		\$412,473
NET PROFIT (GAP) AFTER SALES	=====		(\$4,802,471)
SALES PRICE/NSF 2 BEDROOMS:		\$61.80	
SALES PRICE/NSF 3 BEDROOMS:		\$53.58	

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			(\$701,119)
1 BEDROOM UNITS:	PER UNIT	(\$11,361)	(\$295,379)
2 BEDROOM UNITS:	PER UNIT	(\$16,230)	(\$405,740)
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$3,348,463)
2 BEDROOM UNITS:	PER UNIT	(\$62,101)	(\$2,111,420)
3 BEDROOM UNITS:	PER UNIT	(\$77,315)	(\$1,237,044)
PROFIT (GAP) FROM LOW INCOME SALES			(\$4,802,471)
2 BEDROOM UNITS:	PER UNIT	(\$87,056)	(\$2,959,920)
3 BEDROOM UNITS:	PER UNIT	(\$108,385)	(\$1,842,550)
<hr/>			
TOTAL PROFIT (GAP) AFTER SALES	-----		(\$8,852,053)



SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 18 VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE I c	
MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	0
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:	
BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,920	45,832	85.0%
LOW INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	0
LOW INCOME UNITS	\$0 /DU (FRV)	0
TOTAL LAND COST		\$1,275,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC)		\$13,705,650
PROJECT-RELATED SOFT COSTS:		
A/E FEE	6.0% OF HC	\$822,339
LEGAL FEES	3.0% OF HC	\$411,170
ACCOUNTING FEES	0.4% OF HC	\$54,822
DEVELOPER'S FEE	4.0% OF HC	\$548,326
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$100,820
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
*MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$206,600
CONSTRUCTION INTEREST	10.00% PER YEAR	\$728,288
TOTAL SOFT COSTS (SC)		\$3,090,421
TOTAL PROJECT COSTS		\$18,071,071
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST		\$18,756,353
EQUITY REQUIREMENT		\$2,813,453
TDC/GSF		\$123.17
TDC/1 BEDROOM UNIT		\$86,216
TDC/2 BEDROOM UNIT		\$123,166
TDC/3 BEDROOM UNIT		\$153,342



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NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

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MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$6,058,800
LESS SALES EXPENSE	5.0%		\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$5,320,777
LESS RETURN ON SALES	15.0%		\$908,820
NET PROFIT (GAP) AFTER SALES =====>			(\$473,737)

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MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
3 BEDROOM UNITS	EACH	\$84,044	\$2,857,498
3 BEDROOM UNITS	EACH	\$90,718	\$1,451,431
GROSS MODERATE INCOME SALES PROCEEDS			\$4,308,989
LESS SALES EXPENSE	2.0%		\$86,180
LESS PRO RATA DEVELOPMENT COSTS			\$6,641,117
LESS RETURN ON SALES	15.0%		\$646,348
NET PROFIT (GAP) AFTER SALES =====>			(\$3,064,657)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

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LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,785,936
3 BEDROOM UNITS	EACH	\$56,699	\$963,880
GROSS LOW INCOME SALES PROCEEDS			\$2,749,817
LESS SALES EXPENSE	2.0%		\$54,996
LESS PRO RATA DEVELOPMENT COSTS			\$6,794,459
LESS RETURN ON SALES	15.0%		\$412,473
NET PROFIT (GAP) AFTER SALES =====>			(\$4,512,111)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

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GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			(\$473,737)
1 BEDROOM UNITS:	PER UNIT	(\$7,676)	(\$199,583)
2 BEDROOM UNITS:	PER UNIT	(\$10,966)	(\$274,153)
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$3,064,657)
2 BEDROOM UNITS:	PER UNIT	(\$56,837)	(\$1,932,462)
3 BEDROOM UNITS:	PER UNIT	(\$70,762)	(\$1,132,195)
PROFIT (GAP) FROM LOW INCOME SALES			(\$4,512,111)
2 BEDROOM UNITS:	PER UNIT	(\$81,793)	(\$2,780,962)
3 BEDROOM UNITS:	PER UNIT	(\$101,832)	(\$1,731,149)
TOTAL PROFIT (GAP) AFTER SALES ----->			(\$8,050,505)



SOUTH END NEIGHBORHOOD HOUSING INITIATIVE  
 PARCEL NUMBER: AGGREGATE OF ALL PHASE 18 VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, 5E-38A.

CASE Id  
 MKT 85.0%  
 MOD 17.5%  
 LOW 17.5%  
 NON PROFIT IF 1 0  
 BMR LAND IF 1 1  
 HOP IF 1 1  
 NO LAND COST IF 0 1  
 PARTNERSHIP IF 1 0  
 NO EQUITY IF 0 1  
 MKT PRICE/NSF \$165  
 EFFICIENCY 85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:	
BUILDING SIZE	141,710
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

UNIT MIX:	
MARKET RATE	65.0% (NO INCOME LIMIT)
MODERATE INCOME	17.5% (NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	17.5% (NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	49	50%	700	595	85.0%
2 BEDROOM UNITS	49	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	98	100%	83,300	70,305	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	18	67%	1,000	850	85.0%
3 BEDROOM UNITS	9	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	27	100%	29,205	24,824	85.0%
LOW INCOME					
2 BEDROOM UNITS	18	67%	1,000	850	85.0%
3 BEDROOM UNITS	9	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	27	100%	29,205	24,824	85.0%
GRAND TOTAL	152		141,710	120,454	

DEVELOPMENT PRO FORMA		
	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$2,450,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST		\$2,450,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$12,753,900
TOTAL HARD COSTS (HC)		\$12,753,900
PROJECT-RELATED SOFT COSTS:		
RAVE FEE	6.0% OF HC	\$765,234
LEGAL FEES	3.0% OF HC	\$382,617
ACCOUNTING FEES	0.4% OF HC	\$51,016
DEVELOPER'S FEE	4.0% OF HC	\$510,156
TREASURER FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$27,000
PRE TAXES DURING CONSTRUCTION		\$102,322
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$127,539
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$58,800
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$430,411
CONSTRUCTION INTEREST	10.00% PER YEAR	\$732,215
TOTAL SOFT COSTS (SC)		\$3,187,309
TOTAL PROJECT COSTS		\$18,391,209
CONTINGENCY (% HARD COSTS)	5.0%	\$637,695
TOTAL DEVELOPMENT COST		\$19,028,904
EQUITY REQUIREMENT		\$2,854,336
TDC/GSF		\$134.28
TDC/1 BEDROOM UNIT		\$93,996
TDC/2 BEDROOM UNIT		\$134,281
TDC/3 BEDROOM UNIT		\$167,179





NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	65.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	17.5%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	17.5%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$4,810,575
2 BEDROOM UNITS	EACH	\$140,250	\$6,872,250

GROSS SALES PROCEEDS OF MARKET RATE UNITS		\$11,682,825
LESS SALES EXPENSE	5.0%	\$584,141
LESS PRO RATA DEVELOPMENT COSTS		\$11,185,574
LESS RETURN ON SALES	15.0%	\$1,752,424
NET PROFIT (GAP) AFTER SALES =====		(\$1,839,314)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,512,793
3 BEDROOM UNITS	EACH	\$90,718	\$816,463

GROSS MODERATE INCOME SALES PROCEEDS		\$2,329,257
LESS SALES EXPENSE	2.0%	\$46,585
LESS PRO RATA DEVELOPMENT COSTS		\$3,921,665
LESS RETURN ON SALES	15.0%	\$349,388
NET PROFIT (GAP) AFTER SALES =====		(\$1,988,382)

SALES PRICE/NSF 2 BEDROOMS:	\$98.88
SALES PRICE/NSF 3 BEDROOMS:	\$85.72

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,599	\$510,290

GROSS LOW INCOME SALES PROCEEDS		\$1,455,785
LESS SALES EXPENSE	2.0%	\$29,116
LESS PRO RATA DEVELOPMENT COSTS		\$3,921,665
LESS RETURN ON SALES	15.0%	\$218,368
NET PROFIT (GAP) AFTER SALES =====		(\$2,713,363)

SALES PRICE/NSF 2 BEDROOMS:	\$61.90
SALES PRICE/NSF 3 BEDROOMS:	\$53.58

## GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES		(\$1,839,314)
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1 BEDROOM UNITS:	PER UNIT	(\$15,456)	(\$757,365)
2 BEDROOM UNITS:	PER UNIT	(\$22,081)	(\$1,081,350)

PROFIT (GAP) FROM MODERATE INCOME SALES		(\$1,988,382)
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2 BEDROOM UNITS:	PER UNIT	(\$68,084)	(\$1,225,505)
3 BEDROOM UNITS:	PER UNIT	(\$94,764)	(\$762,877)

PROFIT (GAP) FROM LOW INCOME SALES		(\$2,713,363)
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2 BEDROOM UNITS:	PER UNIT	(\$92,907)	(\$1,672,335)
3 BEDROOM UNITS:	PER UNIT	(\$115,670)	(\$1,041,028)

TOTAL PROFIT (GAP) AFTER SALES -----		(\$6,541,059)
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**SOUTH END NEIGHBORHOOD HOUSING INITIATIVE**

PARCEL NUMBER: AGGREGATE OF ALL PHASE 18 VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE	Ie	
MKT		50.0%
MOD		25.0%
LOW		25.0%
NON PROFIT IF 1		0
BMR LAND IF 1		1
HOP IF 1		1
NO LAND COST IF 0		1
PTNRSHP IF 1		0
NO EQUITY IF 0		1
MKT PRICE/NSF		\$165
EFFICIENCY		85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

**DEVELOPMENT PROGRAM:**

BUILDING SIZE	146,970
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	15% OF TDC

**UNIT MIX:**

MARKET RATE	50.0%	(NO INCOME LIMIT)
MODERATE INCOME	25.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	25.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

**UNIT COMPOSITION:**

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	38	50%	700	595	85.0%
2 BEDROOM UNITS	38	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	76	100%	64,600	54,910	85.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	25	67%	1,000	850	85.0%
3 BEDROOM UNITS	13	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	38	100%	41,185	35,007	85.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	25	67%	1,000	850	85.0%
3 BEDROOM UNITS	13	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	38	100%	41,185	35,007	85.0%
<b>GRAND TOTAL</b>	<b>152</b>		<b>146,970</b>	<b>124,925</b>	

**DEVELOPMENT PRO FORMA**

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,900,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST -----)		\$1,900,000
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,227,300
TOTAL HARD COSTS (HC) -----)		\$13,227,300
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	6.0% OF HC	\$793,638
LEGAL FEES	3.0% OF HC	\$396,819
ACCOUNTING FEES	0.4% OF HC	\$52,309
DEVELOPER'S FEE	4.0% OF HC	\$529,092
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$38,000
RE TAXES DURING CONSTRUCTION		\$101,807
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$132,273
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$45,500
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$321,534
CONSTRUCTION INTEREST	10.00% PER YEAR	\$721,741
TOTAL SOFT COSTS (SC) -----)		\$3,143,513
TOTAL PROJECT COSTS		\$18,270,813
CONTINGENCY (% HARD COSTS)	5.0%	\$661,365
TOTAL DEVELOPMENT COST =====)		\$18,932,178
EQUITY REQUIREMENT		\$2,839,927
TDC/GSF		\$128.82
TDC/1 BEDROOM UNIT		\$90,172
TDC/2 BEDROOM UNIT		\$128,817
TDC/3 BEDROOM UNIT		\$160,377



NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	50.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	25.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	25.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$3,730,650
2 BEDROOM UNITS	EACH	\$140,250	\$5,329,500
GROSS SALES PROCEEDS OF MARKET RATE UNITS			
			\$9,060,150
LESS SALES EXPENSE	5.0%		\$453,008
LESS PRO RATA DEVELOPMENT COSTS			\$8,321,253
LESS RETURN ON SALES	15.0%		\$1,359,023
NET PROFIT (GAP) AFTER SALES	=====		(\$1,073,433)

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 3):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,101,102
3 BEDROOM UNITS	EACH	\$90,718	\$1,179,336
GROSS MODERATE INCOME SALES PROCEEDS			
			\$3,280,438
LESS SALES EXPENSE	2.0%		\$65,609
LESS PRO RATA DEVELOPMENT COSTS			\$5,303,312
LESS RETURN ON SALES	15.0%		\$492,066
NET PROFIT (GAP) AFTER SALES	=====		(\$2,582,549)
SALES PRICE/NSF 2 BEDROOMS:	\$98.98		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 3):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,313,189
3 BEDROOM UNITS	EACH	\$56,639	\$737,085
GROSS LOW INCOME SALES PROCEEDS			
			\$2,050,274
LESS SALES EXPENSE	2.0%		\$41,005
LESS PRO RATA DEVELOPMENT COSTS			\$5,303,312
LESS RETURN ON SALES	15.0%		\$307,541
NET PROFIT (GAP) AFTER SALES	=====		(\$3,603,585)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

## GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			(\$1,073,433)
1 BEDROOM UNITS:	PER UNIT	(\$11,632)	(\$442,002)
2 BEDROOM UNITS:	PER UNIT	(\$16,817)	(\$631,431)
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$2,582,549)
2 BEDROOM UNITS:	PER UNIT	\$62,706	\$1,367,651
3 BEDROOM UNITS:	PER UNIT	\$73,069	\$1,014,897
PROFIT (GAP) FROM LOW INCOME SALES			(\$3,603,585)
2 BEDROOM UNITS:	PER UNIT	\$87,438	\$2,187,438
3 BEDROOM UNITS:	PER UNIT	(\$108,934)	(\$1,416,147)
TOTAL PROFIT (GAP) AFTER SALES	----->		(\$7,253,567)



SOUTH END NEIGHBORHOOD HOUSING INITIATIVE  
 PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE IIA  
 MKT 33.0%  
 MOD 33.0%  
 LOW 33.0%  
 NON PROFIT IF 1 1  
 BMR LAND IF 1 0  
 HOP IF 1 0  
 NO LAND COST IF 0 1  
 PTRNSHP IF 1 0  
 NO EQUITY IF 0 1  
 MKT PRICE/NSF \$165  
 EFFICIENCY 85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,320	45,832	85.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
<b>GRAND TOTAL</b>	<b>152</b>		<b>152,285</b>	<b>129,442</b>	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$10,000 /DU (FRV)	\$500,000
LOW INCOME UNITS	\$5,000 /DU (FRV)	\$255,000

TOTAL LAND COST -----) \$2,030,000

HARD COSTS:  
 RESIDENTIAL CONSTRUCTION \$90 PER GSF \$13,705,650  
 TOTAL HARD COSTS (HC) -----) \$13,705,650

PROJECT-RELATED SOFT COSTS:

A/E FEE	4.0% OF HC	\$548,226
LEGAL FEES	1.5% OF HC	\$205,585
ACCOUNTING FEES	0.2% OF HC	\$27,411
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$105,901
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$234,314
CONSTRUCTION INTEREST	10.00% PER YEAR	\$825,385

TOTAL SOFT COSTS (SC) -----) \$2,713,905

TOTAL PROJECT COSTS \$18,449,455

CONTINGENCY (% HARD COSTS) 5.0% \$685,283

TOTAL DEVELOPMENT COST =====) \$19,134,737

EQUITY REQUIREMENT \$956,737

TDC/GSF \$125.65

TDC/1 BEDROOM UNIT \$87,956  
 TDC/2 BEDROOM UNIT \$125,651  
 TDC/3 BEDROOM UNIT \$156,435





NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$6,058,800
LESS SALES EXPENSE		5.0%	\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$5,428,116
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====)		\$327,744

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	9.00%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$59,306	\$2,016,419
3 BEDROOM UNITS	EACH	\$64,016	\$1,024,257
GROSS MODERATE INCOME SALES PROCEEDS			\$3,040,676
LESS SALES EXPENSE		2.0%	\$60,814
LESS PRO RATA DEVELOPMENT COSTS			\$6,775,093
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====)		(\$3,795,231)
SALES PRICE/NSF 2 BEDROOMS:	\$69.77		
SALES PRICE/NSF 3 BEDROOMS:	\$60.49		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	9.00%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$37,067	\$1,260,262
3 BEDROOM UNITS	EACH	\$40,010	\$680,171
GROSS LOW INCOME SALES PROCEEDS			\$1,940,432
LESS SALES EXPENSE		2.0%	\$38,809
LESS PRO RATA DEVELOPMENT COSTS			\$6,331,528
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====)		(\$5,029,904)
SALES PRICE/NSF 2 BEDROOMS:	\$43.61		
SALES PRICE/NSF 3 BEDROOMS:	\$37.81		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			\$327,744
1 BEDROOM UNITS:	PER UNIT	\$5,311	\$138,077
2 BEDROOM UNITS:	PER UNIT	\$7,587	\$189,667
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$3,795,231)
2 BEDROOM UNITS:	PER UNIT	(\$70,386)	(\$2,393,135)
3 BEDROOM UNITS:	PER UNIT	(\$87,631)	(\$1,402,096)
PROFIT (GAP) FROM LOW INCOME SALES			(\$5,029,904)
2 BEDROOM UNITS:	PER UNIT	(\$91,179)	(\$3,100,095)
3 BEDROOM UNITS:	PER UNIT	(\$113,518)	(\$1,329,809)
TOTAL PROFIT (GAP) AFTER SALES	-----)		(\$8,497,391)



## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE I1b

MKT	33.0%
MOD	33.0%
LOW	33.0%
NON PROFIT IF 1	1
BMR LAND IF 1	0
HOP IF 1	1
NO LAND COST IF 0	1
PTNASHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	65.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	5% OF TDC

## UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

## UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,920	45,822	85.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$10,000 /DU (FRV)	\$500,000
LOW INCOME UNITS	\$5,000 /DU (FRV)	\$255,000
TOTAL LAND COST -----)		\$2,030,000
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC) -----)		\$13,705,650
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	4.0% OF HC	\$548,226
LEGAL FEES	1.5% OF HC	\$205,535
ACCOUNTING FEES	0.2% OF HC	\$27,411
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREASOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$105,901
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$234,314
CONSTRUCTION INTEREST	10.00% PER YEAR	\$825,985
TOTAL SOFT COSTS (SC) -----)		\$2,713,805
TOTAL PROJECT COSTS		\$18,449,455
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST -----)		\$19,134,737
EQUITY REQUIREMENT		\$956,737
TDC/GSF		\$125.65
TDC/1 BEDROOM UNIT		\$87,956
TDC/2 BEDROOM UNIT		\$125.651
TDC/3 BEDROOM UNIT		\$156,435



NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 3 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$6,058,800
LESS SALES EXPENSE	5.0%		\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$5,428,116
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		\$327,744

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,857,498
3 BEDROOM UNITS	EACH	\$90,718	\$1,451,491
GROSS MODERATE INCOME SALES PROCEEDS			\$4,308,989
LESS SALES EXPENSE	2.0%		\$86,180
LESS PRO RATA DEVELOPMENT COSTS			\$6,775,093
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$2,552,284)
SALES PRICE/NSF 2 BEDROOMS:	\$98.89		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,785,936
3 BEDROOM UNITS	EACH	\$56,699	\$963,880
GROSS LOW INCOME SALES PROCEEDS			\$2,749,817
LESS SALES EXPENSE	2.0%		\$54,996
LESS PRO RATA DEVELOPMENT COSTS			\$6,931,528
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$4,236,708)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$327,744
1 BEDROOM UNITS:	PER UNIT	\$5,211	\$138,077
2 BEDROOM UNITS:	PER UNIT	\$7,587	\$189,667
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$2,552,284)
2 BEDROOM UNITS:	PER UNIT	(\$47,335)	(\$1,609,379)
3 BEDROOM UNITS:	PER UNIT	(\$58,322)	(\$942,306)
PROFIT (GAP) FROM LOW INCOME SALES			(\$4,236,708)
2 BEDROOM UNITS:	PER UNIT	(\$76,801)	(\$2,611,222)
3 BEDROOM UNITS:	PER UNIT	(\$95,617)	(\$1,625,486)
TOTAL PROFIT (GAP) AFTER SALES	=====		(\$6,461,247)



SOUTH END NEIGHBORHOOD HOUSING INITIATIVE  
 PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, 5E-98A.

CASE IIC  
 MKT 33.0%  
 MOD 33.0%  
 LOW 33.0%  
 NON PROFIT IF 1 1  
 BMR LAND IF 1 1  
 HOP IF 1 1  
 NO LAND COST IF 0 1  
 PTRNSHP IF 1 0  
 NO EQUITY IF 0 1  
 MKT PRICE/NSF \$165  
 EFFICIENCY 85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:	
BUILDING SIZE	152,285
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	5% OF TDC

UNIT MIX:

MARKET RATE	33.0%	(NO INCOME LIMIT)
MODERATE INCOME	33.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	33.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	26	50%	700	595	85.0%
2 BEDROOM UNITS	25	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	51	100%	43,200	36,720	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	16	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	50	100%	53,320	45,832	85.0%
LOW INCOME					
2 BEDROOM UNITS	34	67%	1,000	850	85.0%
3 BEDROOM UNITS	17	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	51	100%	55,165	46,890	85.0%
GRAND TOTAL	152		152,285	129,442	

DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,275,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST		\$1,275,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,705,650
TOTAL HARD COSTS (HC)		\$13,705,650
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$548,226
LEGAL FEES	1.5% OF HC	\$205,595
ACCOUNTING FEES	0.2% OF HC	\$27,411
DEVELOPER'S FEE	4.0% OF HC	\$548,226
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$50,500
RE TAXES DURING CONSTRUCTION		\$100,820
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$137,057
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$30,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$224,072
CONSTRUCTION INTEREST	10.00% PER YEAR	\$789,891
TOTAL SOFT COSTS (SC)		\$2,662,378
TOTAL PROJECT COSTS		\$17,643,028
CONTINGENCY (% HARD COSTS)	5.0%	\$685,283
TOTAL DEVELOPMENT COST		\$18,328,310
EQUITY REQUIREMENT		\$916,416
TDC/GSF		\$120.36
TDC/1 BEDROOM UNIT		\$84,249
TDC/2 BEDROOM UNIT		\$120,355
TDC/3 BEDROOM UNIT		\$149,842





NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	33.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	33.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	33.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$2,552,550
2 BEDROOM UNITS	EACH	\$140,250	\$3,506,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			
			\$6,058,800
LESS SALES EXPENSE	5.0%		\$302,940
LESS PRO RATA DEVELOPMENT COSTS			\$3,199,350
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		\$556,510

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,857,498
3 BEDROOM UNITS	EACH	\$90,718	\$1,451,491
GROSS MODERATE INCOME SALES PROCEEDS			
			\$4,308,989
LESS SALES EXPENSE	2.0%		\$86,180
LESS PRO RATA DEVELOPMENT COSTS			\$6,489,559
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$2,266,750)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,785,936
3 BEDROOM UNITS	EACH	\$56,599	\$963,880
GROSS LOW INCOME SALES PROCEEDS			
			\$2,749,817
LESS SALES EXPENSE	2.0%		\$54,996
LESS PRO RATA DEVELOPMENT COSTS			\$6,639,401
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$3,944,581)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			\$556,510
1 BEDROOM UNITS:	PER UNIT	\$9,018	\$234,456
2 BEDROOM UNITS:	PER UNIT	\$12,882	\$322,054
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$2,266,750)
2 BEDROOM UNITS:	PER UNIT	(\$42,039)	(\$1,429,330)
3 BEDROOM UNITS:	PER UNIT	(\$52,339)	(\$837,419)
PROFIT (GAP) FROM LOW INCOME SALES			(\$3,944,581)
2 BEDROOM UNITS:	PER UNIT	(\$71,505)	(\$2,431,175)
3 BEDROOM UNITS:	PER UNIT	(\$89,024)	(\$1,513,406)
TOTAL PROFIT (GAP) AFTER SALES ----->			(\$5,554,821)



## SOUTH END NEIGHBORHOOD HOUSING INITIATIVE

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE	IId	
MKT		65.0%
MOD		17.5%
LOW		17.5%
NON PROFIT IF 1	1	
BMR LAND IF 1	1	
HOP IF 1	1	
NO LAND COST IF 0	1	
PTNRSHP IF 1	0	
NO EQUITY IF 0	1	
MKT PRICE/NSF		\$165
EFFICIENCY		85.0%

## PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

## DEVELOPMENT PROGRAM:

BUILDING SIZE	141,710
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	5% OF TDC

## UNIT MIX:

MARKET RATE	65.0%	(NO INCOME LIMIT)
MODERATE INCOME	17.5%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	17.5%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

## UNIT COMPOSITION:

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
MARKET RATE					
1 BEDROOM UNITS	49	50%	700	595	85.0%
2 BEDROOM UNITS	49	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	98	100%	83,300	70,805	85.0%

## MODERATE INCOME

2 BEDROOM UNITS	18	67%	1,000	850	85.0%
3 BEDROOM UNITS	9	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	27	100%	29,205	24,824	85.0%

## LOW INCOME

2 BEDROOM UNITS	18	67%	1,000	850	85.0%
3 BEDROOM UNITS	9	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	27	100%	29,205	24,824	85.0%

GRAND TOTAL	152		141,710	120,454	
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## DEVELOPMENT PRO FORMA

	UNIT COST	TOTAL COST
LAND COST:		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$2,450,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST		\$2,450,000
HARD COSTS:		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$12,753,900
TOTAL HARD COSTS (HC)		\$12,753,900
PROJECT-RELATED SOFT COSTS:		
A/E FEE	4.0% OF HC	\$510,156
LEGAL FEES	1.5% OF HC	\$191,309
ACCOUNTING FEES	0.2% OF HC	\$25,508
DEVELOPER'S FEE	4.0% OF HC	\$510,156
TRAVEL FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$27,000
RE TAXES DURING CONSTRUCTION		\$102,322
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$127,539
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$56,800
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$467,871
CONSTRUCTION INTEREST	10.00% PER YEAR	\$795,943
TOTAL SOFT COSTS (SC)		\$2,816,604
TOTAL PROJECT COSTS		\$18,020,504
CONTINGENCY (% HARD COSTS)	5.0%	\$637,695
TOTAL DEVELOPMENT COST		\$18,658,199
EQUITY REQUIREMENT		\$932,910
TDC/GSF		\$131.66
TDC/1 BEDROOM UNIT		\$92,165
TDC/2 BEDROOM UNIT		\$131,665
TDC/3 BEDROOM UNIT		\$163,922



NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	65.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	17.5%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	17.5%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$4,810,575
2 BEDROOM UNITS	EACH	\$140,250	\$6,872,250
GROSS SALES PROCEEDS OF MARKET RATE UNITS			
			\$11,682,825
LESS SALES EXPENSE	5.0%		\$584,141
LESS PRO RATA DEVELOPMENT COSTS			\$10,967,666
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====)		\$131,018

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$1,512,793
3 BEDROOM UNITS	EACH	\$90,718	\$816,463
GROSS MODERATE INCOME SALES PROCEEDS			
			\$2,329,257
LESS SALES EXPENSE	2.0%		\$46,585
LESS PRO RATA DEVELOPMENT COSTS			\$3,845,266
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====)		(\$1,562,595)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$945,496
3 BEDROOM UNITS	EACH	\$56,699	\$510,290
GROSS LOW INCOME SALES PROCEEDS			
			\$1,455,785
LESS SALES EXPENSE	2.0%		\$29,116
LESS PRO RATA DEVELOPMENT COSTS			\$3,845,266
LESS RETURN ON SALES	0.0%		\$0
NET PROFIT (GAP) AFTER SALES	=====)		(\$2,418,597)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

## GAP ANALYSIS:

PROFIT (GAP) FROM MARKET RATE SALES			\$131,018
1 BEDROOM UNITS:	PER UNIT	\$1,101	\$53,949
2 BEDROOM UNITS:	PER UNIT	\$1,573	\$77,069
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,562,595)
2 BEDROOM UNITS:	PER UNIT	(\$53,504)	(\$963,078)
3 BEDROOM UNITS:	PER UNIT	(\$66,613)	(\$599,516)
PROFIT (GAP) FROM LOW INCOME SALES			(\$2,418,597)
2 BEDROOM UNITS:	PER UNIT	(\$82,814)	(\$1,490,660)
3 BEDROOM UNITS:	PER UNIT	(\$103,104)	(\$927,336)
TOTAL PROFIT (GAP) AFTER SALES	-----)		(\$3,850,174)



**SOUTH END NEIGHBORHOOD HOUSING INITIATIVE**

PARCEL NUMBER: AGGREGATE OF ALL PHASE 1B VACANT LOTS (#9 - 15)  
 PARCEL DESCRIPTION: R11-C, RE-7B, 29-A, R-12A, R-12B, 33B, SE-98A.

CASE I Ie	
MKT	50.0%
MOD	25.0%
LOW	25.0%
NON PROFIT IF 1	1
BMR LAND IF 1	1
HOP IF 1	1
NO LAND COST IF 0	1
PTNRSHP IF 1	0
NO EQUITY IF 0	1
MKT PRICE/NSF	\$165
EFFICIENCY	85.0%

PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

**DEVELOPMENT PROGRAM:**

BUILDING SIZE	146,970
PARCEL SIZE	76,360 SF
NUMBER OF UNITS	152 UNITS
PARKING SPACES	106 SPACES
EQUITY REQUIREMENT	5% OF TDC

**UNIT MIX:**

MARKET RATE	50.0%	(NO INCOME LIMIT)
MODERATE INCOME	25.0%	(NOT MORE THAN 80% OF SMSA MEDIAN INCOME)
LOW INCOME	25.0%	(NOT MORE THAN 50% OF SMSA MEDIAN INCOME)

**UNIT COMPOSITION:**

	NO. UNITS	% AGE	GSF	NSF	EFFICIENCY
<b>MARKET RATE</b>					
1 BEDROOM UNITS	38	50%	700	595	85.0%
2 BEDROOM UNITS	38	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	76	100%	64,600	54,910	85.0%
<b>MODERATE INCOME</b>					
2 BEDROOM UNITS	25	67%	1,000	850	85.0%
3 BEDROOM UNITS	13	33%	1,245	1,058	85.0%
TOTAL MODERATE RATE UNITS	38	100%	41,185	35,007	85.0%
<b>LOW INCOME</b>					
2 BEDROOM UNITS	25	67%	1,000	850	85.0%
3 BEDROOM UNITS	13	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	38	100%	41,185	35,007	85.0%
<b>GRAND TOTAL</b>	<b>152</b>		<b>146,970</b>	<b>124,925</b>	

**DEVELOPMENT PRO FORMA**

	UNIT COST	TOTAL COST
<b>LAND COST:</b>		
MARKET RATE UNITS	\$25,000 /DU (FRV)	\$1,900,000
MODERATE INCOME UNITS	\$0 /DU (FRV)	\$0
LOW INCOME UNITS	\$0 /DU (FRV)	\$0
TOTAL LAND COST		\$1,900,000
<b>HARD COSTS:</b>		
RESIDENTIAL CONSTRUCTION	\$90 PER GSF	\$13,227,300
TOTAL HARD COSTS (HC)		\$13,227,300
<b>PROJECT-RELATED SOFT COSTS:</b>		
A/E FEE	4.0% OF HC	\$529,092
LEGAL FEES	1.5% OF HC	\$198,410
ACCOUNTING FEES	0.2% OF HC	\$26,453
DEVELOPER'S FEE	4.0% OF HC	\$529,092
TREGOR FEES (LOW/MOD UNITS ONLY)	\$500 PER UNIT	\$38,000
RE TAXES DURING CONSTRUCTION		\$101,807
INSURANCE, TITLE, PERMITS	1.00% OF HC	\$132,273
MARKETING (MKT RATE UNITS)	\$600 PER UNIT	\$45,600
PROCESSING FEES (LOW/MOD UNITS)	\$0 PER UNIT	\$0
CONDO CARRYING COSTS (MKT UNITS)	10.00% PER YEAR	\$349,255
CONSTRUCTION INTEREST	10.00% PER YEAR	\$794,581
TOTAL SOFT COSTS (SC)		\$2,744,564
TOTAL PROJECT COSTS		\$17,871,864
CONTINGENCY (% HARD COSTS)	5.0%	\$661,365
TOTAL DEVELOPMENT COST		\$18,533,229
EQUITY REQUIREMENT		\$926,661
TDC/GSF		\$126.10
TDC/1 BEDROOM UNIT		\$88,271
TDC/2 BEDROOM UNIT		\$126,102
TDC/3 BEDROOM UNIT		\$156,997





NEW CONSTRUCTION ANALYSIS	PERCENT MARKET RATE:	50.0%
PARCELS NUMBER 9 THRU 15	PERCENT MOD INCOME:	25.0%
OWNERSHIP SCENARIO:	PERCENT LOW INCOME:	25.0%

MARKET RATE SALES	PRICE/NSF =	\$165	
1 BEDROOM UNITS	EACH	\$98,175	\$3,730,650
2 BEDROOM UNITS	EACH	\$140,250	\$5,329,500
GROSS SALES PROCEEDS OF MARKET RATE UNITS			\$9,060,150
LESS SALES EXPENSE		5.0%	\$453,008
LESS PRO RATA DEVELOPMENT COSTS			\$8,146,197
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		\$460,945

MODERATE INCOME SALES (80% OF MEDIAN INCOME)			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$5,440	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$5,872	(20% OF INCOME)	
MORTGAGE INTEREST RATE:	5.50%		
DOWN PAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE MODERATE INCOME:			
2 BEDROOM UNITS	EACH	\$84,044	\$2,101,102
3 BEDROOM UNITS	EACH	\$90,718	\$1,179,336
GROSS MODERATE INCOME SALES PROCEEDS			\$3,280,438
LESS SALES EXPENSE		2.0%	\$65,609
LESS PRO RATA DEVELOPMENT COSTS			\$5,193,516
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$1,978,687)
SALES PRICE/NSF 2 BEDROOMS:	\$98.88		
SALES PRICE/NSF 3 BEDROOMS:	\$85.72		

LOW INCOME SALES (50% OF MEDIAN INCOME):			
MAX ANNUAL MTG PAYMENT (FAM OF 4):	\$3,400	(20% OF INCOME)	
MAX ANNUAL MTG PAYMENT (FAM OF 5):	\$3,670	(20% OF INCOME)	
INTEREST RATE:	5.50%		
DOWNPAYMENT PERCENT OF SALES PRICE:	5.00%		
MAXIMUM SALES PRICE LOW INCOME:			
2 BEDROOM UNITS	EACH	\$52,528	\$1,313,189
3 BEDROOM UNITS	EACH	\$56,699	\$737,085
GROSS LOW INCOME SALES PROCEEDS			\$2,050,274
LESS SALES EXPENSE		2.0%	\$41,005
LESS PRO RATA DEVELOPMENT COSTS			\$5,193,516
LESS RETURN ON SALES		0.0%	\$0
NET PROFIT (GAP) AFTER SALES	=====		(\$3,184,248)
SALES PRICE/NSF 2 BEDROOMS:	\$61.80		
SALES PRICE/NSF 3 BEDROOMS:	\$53.58		

GAP ANALYSIS:			
PROFIT (GAP) FROM MARKET RATE SALES			\$460,945
1 BEDROOM UNITS:	PER UNIT	\$4,995	\$189,801
2 BEDROOM UNITS:	PER UNIT	\$7,135	\$271,144
PROFIT (GAP) FROM MODERATE INCOME SALES			(\$1,978,687)
2 BEDROOM UNITS:	PER UNIT	(\$48,044)	(\$1,201,097)
3 BEDROOM UNITS:	PER UNIT	(\$59,815)	(\$777,590)
PROFIT (GAP) FROM LOW INCOME SALES			(\$3,184,248)
2 BEDROOM UNITS:	PER UNIT	(\$77,316)	(\$1,932,893)
3 BEDROOM UNITS:	PER UNIT	(\$96,258)	(\$1,251,355)
TOTAL PROFIT (GAP) AFTER SALES ----->			(\$4,701,989)



GAP ANALYSIS

NEW CONSTRUCTION - 100 RENTAL UNITS



RENTAL ANALYSIS PHASE 1B VACANT PARCELS 89 - 14  
 PARCEL DESCRIPTION: R1-C, R2-7B, 29-A, R-12A, R-12B, 33B.  
 PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

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DEVELOPMENT PROGRAM:

50,237 GSF  
 100 UNITS  
 70 SPACES

15.00% OF TIC EQUITY

UNIT MIX:

MARKET RATE 33.0% (NO INCOME LIMIT)  
 MODERATE INCOME 33.0% (NOT MORE THAN 50% OF BOSTON MEDIUM INCOME)  
 LOW INCOME 33.0% (NOT MORE THAN 50% OF BOSTON MEDIUM INCOME)

UNIT COMPOSITION:

	NO. UNITS	% BSE	GSF	% SF EFFICIENCY
MARKET RATE UNITS				
1 BEDROOM UNITS	17	50%	700	85.0%
2 BEDROOM UNITS	16	50%	1,000	85.0%
TOTAL MARKET RATE UNITS	33	100%	27,500	85.0%
MODERATE INCOME				
2 BEDROOM UNITS	22	67%	1,000	85.0%
3 BEDROOM UNITS	11	33%	1,245	85.0%
TOTAL MODERATE RATE UNITS	33	100%	33,455	85.0%
LOW INCOME				
2 BEDROOM UNITS	23	67%	1,000	85.0%
3 BEDROOM UNITS	11	33%	1,245	85.0%
TOTAL LOW INCOME UNITS	34	100%	34,695	85.0%
TOTAL	100		100,290	85.217

DEVELOPMENT PROGRAM:

LAND COST  
 MARKET RATE UNITS \$25,000.00 /DU (FMV)  
 MODERATE INCOME UNITS \$17,000.00 /DU (FMV)  
 LOW INCOME UNITS \$5,000.00 /DU (FMV)  
 TOTAL LAND COST: \$1,325,000  
 HARD COSTS \$9,025,100  
 RESIDENTIAL CONSTRUCTION PER GSF \$10,351,100

PROJECT RELATED SOFT COSTS

A/E FEE 6.0% OF HC \$541,566  
 LEGAL FEES 3.0% OF HC \$270,783  
 INSURANCE 4.0% OF HC \$216,044  
 BE TAKES DURING CONSTRUCTION 4.0% OF HC \$216,044  
 INSURANCE, TITLE 6.0% OF HC \$324,066  
 RENT-UP AND MARKETING/MARKET \$500 /UNIT \$90,251  
 RENT-UP AND MARKETING/LOW-MOD \$150 /UNIT \$27,075  
 RENT-UP DEFICIT \$150,428  
 CONSTRUCTION INTEREST @ 10.0% \$594,766  
 TOTAL SOFT COSTS \$2,030,516

TOTAL PROJECT COSTS

TOTAL PROJECT COSTS \$12,381,616  
 CONTINGENCY (4 OF HARD COSTS) \$451,305  
 TOTAL DEVELOPMENT COST \$12,832,921  
 EQUITY REQUIREMENT \$1,324,938  
 TIC/GSF \$127.96  
 TIC/1 BEDROOM UNIT \$89.571  
 TIC/2 BEDROOM UNIT \$127.968  
 TIC/3 BEDROOM UNIT \$159.308

OPTION IA

MARKET=0  
 SEC B=0  
 SUBRD=0  
 SUBLAND=0  
 R1-C=0  
 R2-7B=0  
 R-12A=0  
 R-12B=0  
 INFRA PTR 5.30%

UNIT RATE 10.3%

MARKET 33.0%

MOD 33.0%

LOW 33.0%

DISC. WHITE 5.30%

INFRA PTR 5.30%



GENERAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

MONTHLY INCOME UNIT	MONTHLY INCOME	YEARLY INCOME
Market Rate Units:		
1 Bedroom:	17	\$750
2 Bedrooms:	16	\$1,000
Moderate Income Units:		
2 Bedroom:	22	\$603
3 Bedrooms:	11	\$651
Low Income Units:		
2 Bedroom:	23	\$784
3 Bedrooms:	11	\$825
TOTAL TENANT INCOME:		\$898,146

OPERATING PRO FORMA YEAR 1, FIRST STABILIZED YEAR

TOTAL INCOME AND SUBSIDIES:

Market Rate Units:	17	\$750	\$145,250
1 Bedroom:	16	\$1,000	\$182,400
Moderate Income Units:			
2 Bedroom:	22	\$603	\$159,258
3 Bedrooms:	11	\$651	\$85,859
Low Income Units:			
2 Bedroom:	23	\$784	\$216,301
3 Bedrooms:	11	\$825	\$108,528
TOTAL INCOME AND SUBSIDIES:			\$898,146

(See income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	\$3.50 /MSF	\$429,363
Real Estate Taxes	\$0.35 /MSF	\$80,964
TOTAL EXPENSES:		\$510,327
NET OPERATING INCOME:		\$387,819
ANNUAL DEBT SERVICE:		
Principal	\$10,907,982	
Interest Rate	10.50%	
Term (Years)	30	
BEFORE TAX CASH FLOW (BPP)		\$376,912

EXPENSES:

Operating Expenses	\$3.50 /MSF	\$429,363
Real Estate Taxes	\$0.35 /MSF	\$80,964
TOTAL EXPENSES:		\$510,327
NET OPERATING INCOME:		\$387,819
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NET OPERATING INCOME:		\$387,819
ANNUAL DEBT SERVICE:		
Principal	\$10,907,982	
Interest Rate	10.50%	
Term (Years)	30	
BEFORE TAX CASH FLOW (BPP)		\$376,912

SECTION B/CHAPTER 707 SUBSIDY INCOME

Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SECTION B/707 INCOME:		240

SECTION 8/CHAPTER 707 INCOME:

Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SECTION 8/707 INCOME:		240

SECTION 8/CHAPTER 707 INCOME:

Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SECTION 8/707 INCOME:		240

INDICATION - TAX CREDIT (10 YEARS):

Low Income:	80	\$112,800 *
2 Bedrooms:	80	\$35,267 *
3 Bedrooms:	80	\$35,267 *
TOTAL Syndication:		\$183,334

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
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TOTAL SHARP INCOME:		480

SHARP PROGRAM:

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3 Bedrooms:	80	80
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2 Bedrooms:	80	80
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3 Bedrooms:	80	80
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2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

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2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
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2 Bedrooms:	80	80
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3 Bedrooms:	80	80
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SHARP PROGRAM:

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2 Bedrooms:	80	80
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Low Income:	80	80
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TOTAL SHARP INCOME:		480

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Moderate Income:	80	80
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Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

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2 Bedrooms:	80	80
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Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

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3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

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2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
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3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL SHARP INCOME:		480

SHARP PROGRAM:

Moderate Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
Low Income:	80	80
2 Bedrooms:	80	80
3 Bedrooms:	80	80
TOTAL		





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FIFTEEN YEAR OPERATING PRO FORMA

CALNDAR YEAR	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
INFLATION/YEAR																
INCOME AND SUBSIDIES:																
TOTAL TENANT INCOME:	730,012	767,095	805,355	845,844	888,136	932,543	979,170	1,028,128	1,079,535	1,133,511	1,190,187	1,249,636	1,312,181	1,377,790	1,446,680	1,519,014
TOTAL SECTION 8/CHAPTER 707 INCOME:	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL TAX SIMULCRATION:	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475	167,475
TOTAL SHRP INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL INCOME AND SUBSIDIES:	898,146	934,660	972,940	1,013,318	1,055,611	1,100,017	1,146,645	1,195,603	1,247,010	1,300,986	1,350,167	1,404,636	1,461,676	1,521,735	1,582,835	1,645,903

EXPENSES:

OPERATING EXPENSES #	(298,363)	(313,281)	(328,945)	(345,392)	(362,662)	(380,795)	(399,835)	(419,885)	(440,818)	(462,659)	(485,401)	(510,302)	(535,617)	(562,607)	(593,788)	(629,279)
REAL ESTATE TAXES #	(80,364)	(85,030)	(89,550)	(93,793)	(97,791)	(101,553)	(105,127)	(108,531)	(111,853)	(115,103)	(118,281)	(121,396)	(124,458)	(127,468)	(130,423)	(133,333)
TOTAL EXPENSES:	(379,347)	(398,314)	(418,230)	(435,141)	(461,099)	(484,153)	(506,361)	(533,779)	(560,468)	(588,432)	(617,916)	(648,812)	(681,253)	(715,315)	(751,061)	(788,635)
NET OPERATING INCOME:	518,799	536,346	554,810	574,177	594,512	615,864	638,283	661,824	686,541	712,495	739,271	766,884	795,423	824,420	853,774	883,268
ANNUAL DEBT SERVICE:	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)	(1,197,350)
BEFORE TAX CASH FLOW:	(678,551)	(660,990)	(642,540)	(623,173)	(602,838)	(581,486)	(559,067)	(535,531)	(510,814)	(484,861)	(457,079)	(428,466)	(399,927)	(371,930)	(344,286)	(317,067)
ROIC (NOI/IOC)	4.04%	4.18%	4.32%	4.47%	4.63%	4.80%	4.97%	5.16%	5.35%	5.55%	5.75%	5.95%	6.15%	6.35%	6.55%	6.75%
ROE (NOI/EQUITY)	-35.25%	-34.34%	-33.38%	-32.37%	-31.32%	-30.24%	-29.12%	-27.95%	-26.74%	-25.49%	-24.21%	-22.90%	-21.55%	-20.17%	-18.76%	-17.32%
SPR TO ACHIEVE ROE OF	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%

PV OF 15 YR-GAP STRM #	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%	6.90%
NOMINAL VALUE OF GAP STREAM 15 YRS	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610	813,035,610

DEBT SERVICE CALCULATION:

PRINCIPAL	810,907,982
INTEREST RATE	10.50% PER YEAR
TERMS	15 YEARS
MONTHLY PAYMENT	699,740
YEARLY PAYMENT	8,397,280
TOTAL OF PV'S ABOVE	81,157,353



RENTAL ANALYSIS PHASE 10 VACANT PARCELS #9 - 14  
 PARCEL DESCRIPTION: R1-C, R2-7B, 29-A, R-12B, R-12C, 33B.  
 PREPARED BY THE BOSTON REDEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

50,237 GSF  
 100 UNITS  
 70 SPACES  
 15.00% OF TIC EQUITY

UNIT MIX:

MARKET RATE INCOME 33.0% (NO INCOME LIMIT)  
 MODERATE INCOME 33.0% (NO MORE THAN 50% OF SOCR MEDIAN INCOME)  
 LOW INCOME 33.0% (NO MORE THAN 50% OF SOCR MEDIAN INCOME)

UNIT COMPOSITION:	NO. UNITS	% ARE	GSF	NSF	EFFICIENCY
MARKET RATE UNITS					
1 BEDROOM UNITS	17	50%	700	595	85.0%
2 BEDROOM UNITS	16	50%	1,000	850	85.0%
TOTAL MARKET RATE UNITS	33	100%	27,900	23,715	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	22	67%	1,000	850	85.0%
3 BEDROOM UNITS	11	33%	1,245	1,058	85.0%
TOTAL MODERATE INCOME UNITS	33	100%	25,695	20,341	85.0%
LOW INCOME					
2 BEDROOM UNITS	23	67%	1,000	850	85.0%
3 BEDROOM UNITS	11	33%	1,245	1,058	85.0%
TOTAL LOW INCOME UNITS	34	100%	26,685	21,191	85.0%
TOTAL	100		100,290	85,247	

DEVELOPMENT PROGRAM:

LAND COST	UNIT COST	TOTAL COST
MARKET RATE UNITS	\$25,000.00 / (NO. UNITS)	\$425,000
MODERATE INCOME UNITS	\$10,000.00 / (NO. UNITS)	\$330,000
LOW INCOME UNITS	\$25,000.00 / (NO. UNITS)	\$170,000
TOTAL LAND COST:		\$1,325,000

HARD COSTS

RESIDENTIAL CONSTRUCTION PER GSF	\$90	\$9,025,100
TOTAL HARD AND LAND COSTS		\$10,350,100
PROJECT RELATED SOFT COSTS		
A/E FEE	6.0% OF HC	\$541,566
LEGAL FEES	3.0% OF HC	\$270,783
CONTRACTOR'S FEE	10.0% OF HC	\$1,035,010
DEVELOPER'S FEE	4.0% OF HC	\$364,044
RE TALES DURING CONSTRUCTION		\$351,663
INSURANCE, TITLE, PERMITS	1.0% OF HC	\$90,261
MARKETING/RENTAL/OPERATING COSTS	\$600 / UNIT	\$19,800
RENT-UP AND MARKETING/LOW-RISK	\$100 / UNIT	\$3,300
RENT-UP DEFICIT	10.0%	\$104,428
CONSTRUCTION INTEREST @	10.0%	\$594,766
TOTAL SOFT COSTS		\$2,030,516

TOTAL PROJECT COSTS		\$12,380,616
CONTINGENCY (4% OF HARD COSTS)	5.0%	\$451,305
TOTAL DEVELOPMENT COST		\$12,831,921
EQUITY REQUIREMENT	15.0%	\$11,924,338
TIC/SSF		\$127.96
10C/1 BEDROOM UNIT		\$89,571
10C/2 BEDROOM UNIT		\$127,568
10C/3 BEDROOM UNIT		\$159,308

OPTION 1B

MARKET-RATE	0
SEC 8-B	0
SHOP-0	0
SUB-IND-0	1
IND-0	1
MAN-0	1
MFR-0	0
LIC-0	1
MT RATE	8.5%
NO	33,000
NO	33,000
DISC. RATE	5.30%
INFLA FTR	5.00%



RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)		GAP ANALYSIS (YEAR 1)	
	Monthly Income/Unit	Yearly Income	
<b>RENTAL INCOME:</b>			
Market Rate Units:			
1 Bedroom:	4750	\$145,250	1
2 Bedroom:	61,000	\$182,400	0
			0
Moderate Income Units:			
1 Bedroom:	4635	\$139,250	0
2 Bedroom:	4635	\$139,250	0
3 Bedroom:	4635	\$139,250	0
			0
Low Income Units:			
1 Bedroom:	4387	\$131,611	8.3%
2 Bedroom:	4420	\$132,611	5.0%
TOTAL TENANT INCOME:		\$730,672	(4379,347)
			(61,006,473)
			\$730,672
			(4655,151)
			(4655,151)
<b>SECTION 8/CHAPTER 707 SUBSIDY INCOME</b>			
Low Income:	4273	\$71,581	
1 Bedroom:	4412	\$51,665	
2 Bedroom:			
TOTAL SECTION 8/707 INCOME:		\$123,245	\$123,245
			(4531,905)
<b>SYNDICATION - TAX CREDIT (10 YEARS):</b>			
Low Income:	6161	\$40,870	
1 Bedroom:	6166	\$40,863	
2 Bedroom:			
TOTAL Syndication:		\$74,433	
<b>SHARP PROGRAM:</b>			
Moderate Income:	4270	\$71,280	
1 Bedroom:	4325	\$42,300	
2 Bedroom:			
Low Income:	4270	\$71,280	
1 Bedroom:	4325	\$42,300	
2 Bedroom:			
TOTAL SHARP INCOME:		\$231,600	\$231,600
			(4157,472)
			(4157,472)
<b>EXISTING GAP FROM ABOVE</b>			
SHARP INCOME		\$231,600	(4157,472)
FINAL BEFORE TAX CASH FLOW		(4225,872)	
GAP REQUIRED TO BREAK EVEN		(4225,872)	
GAP INCLUDING A RETURN ON EQUITY OF 6.60%		\$352,918	
<b>OPERATING PFD FROM YEAR 1, FIRST STABILIZED YEAR</b>			
<b>TOTAL INCOME AND SUBSIDIES:</b>			
Market Rate Units:	17	4750	\$145,250
1 Bedroom:	16	61,000	\$182,400
2 Bedroom:			
Moderate Income Units:	22	4635	\$139,250
1 Bedroom:	11	4635	\$139,250
2 Bedroom:			
3 Bedroom:			
Low Income Units:	23	41,087	\$130,064
1 Bedroom:	11	41,385	\$141,735
2 Bedroom:			
TOTAL INCOME AND SUBSIDIES			\$1,159,350
(See income schedule for specific subsidy breakdowns)			
<b>EXPENSES:</b>			
Operating Expenses	43.50 /RSF		(428,353)
Rent Estate Taxes	46.50 /RSF		(460,300)
TOTAL EXPENSES:			(888,653)
NET OPERATING INCOME:			\$270,697
ANNUAL DEBT SERVICE:	Principal	\$10,907,982	(10,907,982)
Interest Rate	8.50%		
Term (Years)	30		
BEFORE TAX CASH FLOW (GBP)			(10,637,285)



FIFTEEN YEAR OPERATING PRO FORM

CALCULATED YEAR PROJECT YEAR IN CENTS PER YEAR 5.0%

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
TOTAL REVENUE:	730,672	767,205	805,565	845,844	888,136	932,543	979,170	1,028,128	1,079,535	1,133,511	1,190,187	1,249,636	1,312,181	1,377,790	1,446,680	1,519,014							
TOTAL SECTION 8/CHAPTER 707 INCOME:	121,245	123,408	135,878	142,672	149,806	157,296	165,161	173,419	182,090	191,194	200,754	210,791	221,331	232,398	244,017	256,218							
TOTAL TAX SUBSIDIZATION:	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433	74,433							
TOTAL SHARP INCOME:	231,600	220,020	209,019	198,568	188,540	178,208	170,247	161,735	153,648	145,966	138,667	131,734	92,214	64,359	45,165	0							
TOTAL INCOME AND SUBSIDIES:	1,159,950	1,191,066	1,224,896	1,261,517	1,301,014	1,343,479	1,389,011	1,437,715	1,489,706	1,545,105	1,603,608	1,665,222	1,730,126	1,800,448	1,876,322	1,958,000							

EXPENSES:

OPERATING EXPENSES @ 43.50 /MSF	(298,353)	(313,281)	(328,945)	(345,399)	(362,652)	(380,755)	(399,855)	(419,953)	(440,018)	(462,059)	(485,091)	(510,323)	(538,617)	(569,788)	(604,789)	(644,675)							
REAL ESTATE TAXES @ 40.25 /MSF	(68,381)	(68,631)	(68,928)	(69,269)	(69,647)	(70,063)	(70,507)	(71,000)	(71,521)	(72,070)	(72,646)	(73,249)	(73,880)	(74,538)	(75,224)	(75,938)							
TOTAL EXPENSES:	(373,347)	(393,314)	(411,223)	(434,141)	(461,999)	(494,153)	(530,361)	(569,427)	(611,539)	(656,469)	(704,926)	(756,162)	(811,867)	(871,326)	(934,017)	(1,004,613)							

NET OPERATING INCOME:

	700,603	797,752	806,666	822,375	839,016	853,326	880,650	903,936	929,238	956,613	911,682	943,410	944,474	959,422	964,801	966,377							
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ANNUAL DEBT SERVICE:

(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)	(1,066,475)							
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BEFORE TAX CASH FLOW:

(225,872)	(213,724)	(199,810)	(184,100)	(166,560)	(147,149)	(125,856)	(102,539)	(77,230)	(49,662)	(19,849)	(14,783)	(63,053)	(62,062)	(47,053)	(21,674)	(19,078)							
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RETURN (NO) /YTD RISE (B) /YIELD (%)

6.08%	6.18%	6.28%	6.38%	6.48%	6.58%	6.68%	6.78%	6.88%	6.98%	7.08%	7.18%	7.28%	7.38%	7.48%	7.58%	7.68%							
-11.73%	-11.10%	-10.50%	-9.90%	-9.30%	-8.70%	-8.10%	-7.50%	-6.90%	-6.30%	-5.70%	-5.10%	-4.50%	-3.90%	-3.30%	-2.70%	-2.10%							

ERP TO ACHIEVE ABE OF 6.50%

6.582,918	6,340,769	6,255,856	6,311,146	6,233,606	6,274,195	6,252,871	6,229,585	6,204,284	6,176,508	6,221,623	6,190,111	6,169,048	6,174,099	6,148,720	6,146,324								
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PV OF 15 YR GAP STR @ 6.50%

62,339,147																							
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NOMINAL VALUE OF GAP STREAM 15 YRS

61,686,946																							
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DEBT SERVICE CALCULATION:

\$10,307,982																							
PRINCIPAL																							
INTEREST RATE																							
MONTHLY PAYMENT																							
YEARLY PAYMENT																							

TOTAL OF PVP'S 8800E 83,491,383

PV OF 15 YR SB/CH707 @ 6.50% 81,479,720

PV OF 10 YR TRK SINO @ 6.50% 1507,980

PV OF 15 YR SHARP @ 6.50% 81,304,694

TOTAL OF PVP'S 8800E 83,491,383





RENTAL ANALYSIS PHASE 1B VACANT PARCELS 49 - 14  
 PARCEL DESCRIPTION: R11-C, R2-7A, R-12A, R-12B, R-12B, 33B,  
 PREPARED BY THE HOUSTON REDEVELOPMENT AUTHORITY  
 DEVELOPMENT PROGRAM:

PARCEL AREA 50,237 GSF  
 PARCELS 18  
 70 UNITS  
 PARKING SPACES 70 SPACES  
 EQUITY REQUIREMENT 15.00% OF TIC EQUITY

UNIT MIX:  
 MARKET RATE 33.0% (NO INCOME LIMIT)  
 MODERATE INCOME 33.0% (NOT MORE THAN 80% OF SMOG MEDIUM INCOME)  
 LOW INCOME 33.0% (NOT MORE THAN 50% OF SMOG MEDIUM INCOME)

UNIT COMPOSITION:	NO. UNITS	% FEE	GSF	MSF	EFFICIENCY
MARKET RATE UNITS	17	50%	700	595	85.0%
2 BEDROOM UNITS	16	50%	1,000	650	85.0%
TOTAL MARKET RATE UNITS	33	100%	27,900	23,715	85.0%
MODERATE INCOME	22	67%	1,000	650	85.0%
2 BEDROOM UNITS	11	33%	1,245	1,058	85.0%
3 BEDROOM UNITS	11	100%	25,655	30,341	85.0%
TOTAL MODERATE RATE UNITS	23	67%	1,000	650	85.0%
LOW INCOME	11	33%	1,245	1,058	85.0%
2 BEDROOM UNITS	11	100%	25,655	31,191	85.0%
TOTAL LOW INCOME UNITS	34	100%	26,855	31,191	85.0%
TOTAL	100		100,290	85,247	

DEVELOPMENT PRD FORM:

LAND COST	UNIT COST	TOTAL COST
MARKET RATE UNITS	\$25,000.00 / (NO FPM)	\$425,000
MODERATE INCOME UNITS	\$0.00 / (NO FPM)	0
LOW INCOME UNITS	\$0.00 / (NO FPM)	0
TOTAL LAND COST:		\$425,000

HRD COSTS	RESIDENTIAL CONSTRUCTION PER GSF	99	99,024,100
TOTAL HRD AND LAND COSTS		99	99,051,100
PROJECT RELATED SOFT COSTS			
PERMITS	5.0% OF HC		\$21,565
LEGAL FEES	0.5% OF HC		\$2,025
ACCOUNTING FEES	0.3% OF HC		\$1,268
DEVELOPER'S FEE	4.0% OF HC		\$16,704
RENTS DURING CONSTRUCTION	1.0% OF HC		\$4,229
RENT-UP AND MARKETING/MARKET	\$600 / UNIT		\$15,600
RENT-UP AND MARKETING/LOW-MOD	\$300 / UNIT		\$7,800
RENT-UP DEFICIT	10.0%		\$111,445
CONSTRUCTION INTEREST @	10.0%		\$483,161
TOTAL SOFT COSTS			\$2,000,562
TOTAL PROJECT COSTS			\$11,851,662
CONTINGENCY (% OF HRD COSTS)	5.0%		\$451,305
TOTAL DEVELOPMENT COST			\$12,302,967
EQUITY REQUIREMENT	15.0%		\$1,845,445
TIC/BSF			\$122.57
TIC/1 BEDROOM UNIT			\$45,872
TIC/2 BEDROOM UNIT			\$122.674
TIC/3 BEDROOM UNIT			\$152.729

OPTION IC

MARKET F=0	1
SEL B=0	0
SHRIMP=0	0
STREET=0	0
P-SHIP=0	1
80-LAND=0	1
MPFD=0	0
MPFD=0	0
INT RATE	8.5%
INT	33,000
MOD	33,000
MARKET	33,000
DISC. RATE	5.00%
INFLA FTR	5.00%



RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

OPTION	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom:	1750	21,000
2 Bedroom:	41,000	492,000
Moderate Income Units:		
2 Bedroom:	4873	58,476
3 Bedroom:	6516	78,192
Low Income Units:		
2 Bedroom:	41,067	492,804
3 Bedroom:	61,305	735,660
<b>TOTAL INCOME:</b>		<b>1,119,756</b>

(See income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	43.50 / NSF	(522,363)
Real Estate Taxes	80.35 / NSF	(964,212)
<b>TOTAL EXPENSES:</b>		<b>(1,486,575)</b>

NET OPERATING INCOME:

ANNUAL DEBT SERVICE:	410,457,522
Principal Rate	6.35%
Term (Years)	30
<b>BEFORE TAX CASH FLOW (GBP):</b>	<b>(1,076,562)</b>

GBP ANALYSIS (YEAR 1)

ASSUMPTIONS:	OPTION	Monthly Income/Unit	Yearly Income
MARKET-RATE	1	1750	21,000
SHARP-0	0	0	0
SHARP-1	0	0	0
SUBSIDY-0	1	1	12
P-SUB-0	1	1	12
MARKET-RATE	0	0	0
Inflation	6.5%		
INFLATION FACTOR	5.0%		
<b>OPERATING EXPENSES</b>			<b>(1,486,575)</b>
<b>DEBT SERVICE</b>			<b>(410,457,522)</b>
<b>TENANT INCOME</b>			<b>473,672</b>
<b>BP 9/0 SUBSIDY</b>			<b>(161,307)</b>
<b>BP FROM ABOVE</b>			<b>(161,307)</b>
<b>SECTION 8 / CHAPTER 707 INCOME</b>			<b>623,245</b>
<b>BP</b>			<b>(149,342)</b>
<b>BP FROM ABOVE</b>			<b>(149,342)</b>
<b>TAX CREDIT INCOME</b>			<b>874,239</b>
<b>BP</b>			<b>(4416,102)</b>
<b>EXISTING BP FROM ABOVE</b>			<b>(4416,102)</b>
<b>SHARP INCOME</b>			<b>423,600</b>
<b>FINAL BEFORE TAX CASH FLOW</b>			<b>(1,076,562)</b>
<b>BP REQUIRED TO BREAK EVEN</b>			<b>(1,076,562)</b>
<b>BP INCLUDING A RETURN ON EQUITY OF 6.5%</b>			<b>1,396,201</b>

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

OPTION	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom:	1750	21,000
2 Bedroom:	41,000	492,000
Moderate Income Units:		
2 Bedroom:	4873	58,476
3 Bedroom:	6516	78,192
Low Income Units:		
2 Bedroom:	41,067	492,804
3 Bedroom:	61,305	735,660
<b>TOTAL TENANT INCOME:</b>		<b>1,119,756</b>

SECTION 8/CHAPTER 707 SUBSIDY INCOME

Low Income:	4273	51,276
Moderate:	4412	52,944
3 Bedroom:		623,245
<b>TOTAL SECTION 8/707 INCOME:</b>		<b>623,245</b>

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	4180	50,160
2 Bedroom:	4186	50,232
3 Bedroom:		623,245
<b>TOTAL Syndication:</b>		<b>673,637</b>

SHARP PROGRAM:

Moderate Income:	4270	51,240
2 Bedroom:	4323	51,876
3 Bedroom:		623,600
<b>TOTAL SHARP INCOME:</b>		<b>676,716</b>

Low Income:

2 Bedroom:	4270	51,240
3 Bedroom:	4323	51,876
<b>TOTAL SHARP INCOME:</b>		<b>676,716</b>



I C

FIFTEEN YEAR OPERATING PRO FORMA

	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
REVENUE YEAR																
PROFIT YEAR																
INFLATION YEAR																
5.0%																
INCOME AND SUBSIDIES:																
TOTAL TENANT INCOME:	730,672	767,205	805,565	845,844	888,136	932,543	979,170	1,028,128	1,079,535	1,133,511	1,190,187	1,249,536	1,312,101	1,377,790	1,446,680	1,519,014
TOTAL SECTION 8/CHAPTER 707 INCOME:	124,245	129,408	135,878	142,672	149,806	157,296	165,161	173,419	182,090	191,194	200,754	210,791	221,331	232,398	244,017	256,218
TOTAL TAX SYNDCATION:	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239	74,239
TOTAL SHAP INCOME	231,600	229,020	239,019	190,568	168,640	179,208	170,247	161,735	153,648	145,966	139,657	131,734	92,214	64,350	45,185	0
TOTAL INCOME AND SUBSIDIES:	1,159,756	1,190,872	1,224,702	1,261,323	1,300,421	1,343,286	1,390,817	1,437,321	1,483,512	1,544,911	1,593,608	1,592,222	1,625,726	1,674,738	1,735,882	1,775,232

EXPENSES:

OPERATING EXPENSES @ 43.50 /HSF	(290,363)	(313,281)	(324,945)	(345,392)	(362,662)	(380,755)	(399,835)	(419,826)	(440,818)	(462,839)	(486,001)	(510,302)	(535,817)	(562,607)	(590,730)	(620,275)
REAL ESTATE TAXES @ 40.50 /HSF	(66,384)	(68,033)	(69,765)	(71,495)	(73,225)	(74,955)	(76,685)	(78,415)	(80,145)	(81,875)	(83,605)	(85,335)	(87,065)	(88,795)	(90,525)	(92,255)
TOTAL EXPENSES:	(356,747)	(381,314)	(394,710)	(416,887)	(435,887)	(455,710)	(476,660)	(498,241)	(520,963)	(544,664)	(569,606)	(595,637)	(622,882)	(651,402)	(681,255)	(712,530)

NET OPERATING INCOME:

81,929,496	810,558	829,992	845,961	850,554	861,618	869,531	874,991	878,675	880,664	882,966	885,601	888,266	890,931	893,596	896,261	898,926
(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)
(184,528)	(172,504)	(158,400)	(142,730)	(125,190)	(105,779)	(84,456)	(61,159)	(35,860)	(18,492)	(13,219)	(8,438)	(4,165)	(1,118)	(1,118)	(1,118)	(1,118)

ROIC (NOI/IOC) 6.34%

ROE (NOI/EQUITY) -10.00%

GAP TO ACHIEVE ROE OF 6.00%

6,34%	6,44%	6,55%	6,66%	6,77%	6,88%	6,99%	7,10%	7,21%	7,32%	7,43%	7,54%	7,65%	7,76%	7,87%	7,98%	8,09%
-10.00%	-3.34%	-8.35%	-7.73%	-8.16%	-8.59%	-9.02%	-9.45%	-9.88%	-10.31%	-10.74%	-11.17%	-11.60%	-12.03%	-12.46%	-12.89%	-13.32%
6.00%	6.29%	6.58%	6.87%	7.16%	7.45%	7.74%	8.03%	8.32%	8.61%	8.90%	9.19%	9.48%	9.77%	10.06%	10.35%	10.64%

PV OF 15 YR GAP STRM @ 6.30%

NPV VALUE OF GAP STREAM 15 YRS 42,906,129

DEBT SERVICE CALCULATION: 810,457,522

PRINCIPAL 810,457,522

INTEREST RATE 8.00% PER YEAR

TERM 30 YEARS

MONTHLY PAYMENT 480,409

YEARLY PAYMENT 5,764,912

PV OF 15 YR GAP STRM @ 6.30%

PV OF 10 YR TAX SHRD @ 6.30%

PV OF 15 YR SHRD @ 6.30%

TOTAL OF PV'S 80,000

81,929,496	810,558	829,992	845,961	850,554	861,618	869,531	874,991	878,675	880,664	882,966	885,601	888,266	890,931	893,596	896,261	898,926
(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)	(964,912)
(184,528)	(172,504)	(158,400)	(142,730)	(125,190)	(105,779)	(84,456)	(61,159)	(35,860)	(18,492)	(13,219)	(8,438)	(4,165)	(1,118)	(1,118)	(1,118)	(1,118)
6,34%	6,44%	6,55%	6,66%	6,77%	6,88%	6,99%	7,10%	7,21%	7,32%	7,43%	7,54%	7,65%	7,76%	7,87%	7,98%	8,09%
-10.00%	-3.34%	-8.35%	-7.73%	-8.16%	-8.59%	-9.02%	-9.45%	-9.88%	-10.31%	-10.74%	-11.17%	-11.60%	-12.03%	-12.46%	-12.89%	-13.32%
6.00%	6.29%	6.58%	6.87%	7.16%	7.45%	7.74%	8.03%	8.32%	8.61%	8.90%	9.19%	9.48%	9.77%	10.06%	10.35%	10.64%









RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

TEENANT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom:	4750	4273,600
2 Bedroom:	61,000	634,800
Moderate Income Units:		
2 Bedroom:	4575	4125,718
3 Bedroom:	4716	470,254
Low Income Units:		
2 Bedroom:	4387	4106,356
3 Bedroom:	4428	466,856
TOTAL TENANT INCOME:		4855,707

EXPENSES:

Operating Expenses	61.50 / NSF	(4273,687)
Real Estate Taxes	40.95 / NSF	(175,372)
TOTAL EXPENSES:		(1,353,659)

NET OPERATING INCOME: 632,735 (1976,830)

ANNUAL REBT SERVICE: 910,566,587  
 Principal Rate 6.50%  
 Term (Years) 30

BEFORE TAX CASH FLOW (GBP) 14284,094

OPERATING PRO FORMA (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:	Market Rate Units:	32	4750	4273,600
1 Bedroom:	32	4750	4273,600	
2 Bedroom:	32	61,000	634,800	
Moderate Income Units:	12	4575	4125,718	
2 Bedroom:	6	4716	470,254	
3 Bedroom:	6	4387	4106,356	
Low Income Units:	6	4428	466,856	
TOTAL INCOME AND SUBSIDIES			41,045,794	

(See income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	61.50 / NSF	(4273,687)
Real Estate Taxes	40.95 / NSF	(175,372)
TOTAL EXPENSES:		(1,353,659)

NET OPERATING INCOME: 632,735 (1976,830)

ANNUAL REBT SERVICE: 910,566,587  
 Principal Rate 6.50%  
 Term (Years) 30

BEFORE TAX CASH FLOW (GBP) 14284,094

SP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION	1
SEF=0	0
SHRP=0	0
SUBLINE=0	0
P-SUB=0	1
FF=0	1
MF=0	0
Inflation	8.5%
Inflation Factor	5.0%
OPERATING EXPENSES	(4,333,659)
REBT SERVICE	(1976,830)
TENANT INCOME	4855,707
SP W/O SUBSIDY	(4174,181)
SP FROM ABOVE	(4174,181)

SECTION 8 / CHAPTER 707 INCOME: 465,527 (1440,634)

SP 465,527 (1440,634)

SP FROM ABOVE (1440,634)

TAX CREDIT INCOME 40

SP (1440,634)

EXISTING SP FROM ABOVE (1440,634)

SHRP INCOME 9124,560

FINAL BEFORE TAX CASH FLOW (4284,094)

SP REQUIRED TO BREAK EVEN (4284,094)

SP INCLUDING A RETURN ON EQUITY OF 6.60% 4407,398

RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

TEENANT INCOME:	Monthly Income/Unit	Yearly Income
Market Rate Units:		
1 Bedroom:	4750	4273,600
2 Bedroom:	61,000	634,800
Moderate Income Units:		
2 Bedroom:	4575	4125,718
3 Bedroom:	4716	470,254
Low Income Units:		
2 Bedroom:	4387	4106,356
3 Bedroom:	4428	466,856
TOTAL TENANT INCOME:		4855,707

SECTION 8/CHAPTER 707 SUBSIDY INCOME

Low Income:	4273	437,346
2 Bedroom:	4412	428,181
3 Bedroom:		
TOTAL SECTION 8/707 INCOME:		465,527

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	40	40 *
2 Bedroom:	40	40 *
3 Bedroom:		
TOTAL Syndication:		40

SHRP PROGRAM:

Moderate Income:		
2 Bedroom:	4270	434,480
3 Bedroom:	4325	424,100
Low Income:		
2 Bedroom:	4270	434,480
3 Bedroom:	4325	424,100
TOTAL SHRP INCOME:		8124,560



FIFTEEN YEAR OPERATING AND FINANCIAL STATEMENT																
CALCULATION YEAR	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
PROJECT YEAR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
INFLATION YEAR	5.0%															
TOTAL TENANT INCOME:	653,707	658,492	943,417	990,588	1,040,117	1,092,123	1,146,729	1,204,055	1,264,839	1,327,482	1,393,655	1,463,549	1,536,726	1,613,563	1,694,241	1,778,953
TOTAL SECTION #/CHAPTER 707 INCOME:	653,527	648,404	72,244	75,656	79,649	83,631	87,613	92,203	96,814	101,654	106,737	112,074	117,677	123,561	129,739	136,226
TOTAL TRM SINDICATION:	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL TRM SINDICATION:	124,560	116,332	112,415	106,795	101,455	96,382	91,563	86,965	82,636	78,594	74,579	70,650	66,895	63,316	60,000	0
TOTAL INCOME AND SUBSIDIES:	1,045,794	1,065,628	1,128,076	1,173,238	1,221,221	1,272,136	1,326,105	1,383,254	1,443,718	1,507,640	1,575,172	1,646,473	1,704,999	1,771,840	1,848,282	1,915,179
EXPENSES:																
DEBT SERVICE:	63.50 / NSF	(271,487)	(306,149)	(324,457)	(332,530)	(354,406)	(372,126)	(390,733)	(410,259)	(430,783)	(452,322)	(474,938)	(498,685)	(523,619)	(549,800)	(577,290)
RENTAL EXPENSES:	40.55 / NSF	(75,372)	(75,141)	(83,098)	(87,253)	(91,615)	(96,196)	(101,066)	(106,166)	(111,359)	(116,727)	(122,373)	(128,312)	(133,371)	(138,125)	(142,633)
TOTAL EXPENSES:	(353,059)	(376,711)	(389,247)	(408,709)	(429,145)	(450,602)	(472,132)	(496,789)	(521,620)	(547,710)	(573,059)	(601,650)	(631,042)	(662,740)	(695,029)	(728,963)
NET OPERATING INCOME:	692,735	714,916	738,829	764,529	792,076	821,534	852,972	886,465	922,090	959,330	1,000,077	1,042,823	1,089,956	1,142,096	1,198,251	1,186,216
ANNUAL DEBT SERVICE:	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)	(976,830)
BEFORE TRM CASH FLOW:	(284,094)	(261,913)	(238,001)	(212,301)	(184,754)	(155,296)	(124,857)	(90,365)	(54,740)	(16,499)	23,247	65,793	93,127	129,366	174,420	204,365
ROIC (NOI/IOC)	5.564	5.744	5.938	6.145	6.364	6.604	6.854	7.124	7.404	7.714	8.034	8.374	8.734	9.114	9.514	9.944
ROE (NOI/TEQUITY)	-15.214	-14,024	-12,744	-11,354	-9,894	-8,314	-6,634	-4,844	-2,934	-8,904	1,214	3,524	6,994	11,624	17,414	24,464
SPV TO ACHIEVE ROE OF 6.604	8407,398	8385,217	8361,305	8335,605	8308,058	8278,599	8247,161	8213,659	8178,044	8140,203	8100,057	8057,511	8012,560	7965,204	7914,440	7859,264
PV OF 15 YR GWP STREAM @ 6.50%	82,141,989							8786,718								
MINIMUM VALUE OF GWP STREAM 15 YRS	83,043,042							8800,722								
DEBT SERVICE CALCULATION:																
PRINCIPAL	810,566,687															
INTEREST RATE	8.50% PER YEAR															
TERMS	481,402															
MONTHLY PAYMENT	4976,830															
YEARLY PAYMENT																

TOTAL OF PV'S ABOVE 41,595,461

















DEVELOPMENT PROGRAM:

30,237 SF  
 10 UNITS  
 70 SPACES  
 10.00% OF TIC EQUITY

MARKET RATE  
 MODERATE INCOME  
 LOW INCOME

33.0% (NO INCOME LIMIT)  
 33.0% (NO INCOME LIMIT)  
 33.0% (NO INCOME LIMIT)

UNIT COMPOSITION:	NO. UNITS	% RE	SF	MSF EFFICIENCY
MARKET RATE UNITS	17	50%	700	85.0%
1 BEDROOM UNITS	17	50%	1,400	85.0%
2 BEDROOM UNITS	33	100%	27,900	85.0%
TOTAL MARKET RATE UNITS				
MODERATE INCOME	22	67%	1,000	85.0%
3 BEDROOM UNITS	11	33%	1,245	85.0%
TOTAL MODERATE INCOME UNITS	33	100%	22,695	85.0%
LOW INCOME	23	67%	1,000	85.0%
2 BEDROOM UNITS	11	33%	1,245	85.0%
3 BEDROOM UNITS	34	100%	36,695	85.0%
TOTAL LOW INCOME UNITS	100		100,290	85.21%

DEVELOPMENT PRO FORM:

LAND COST	UNIT COST	TOTAL COST
MARKET RATE UNITS	\$25,000.00 /DU (FRM)	425,000
MODERATE INCOME UNITS	\$10,000.00 /DU (FRM)	330,000
LOW INCOME UNITS	\$5,000.00 /DU (FRM)	170,000
TOTAL LAND COST:		\$913,250.00

HARD COSTS	RESIDENTIAL CONSTRUCTION PER SF	TOTAL HARD AND LAND COSTS
	\$99	\$93,026,100
		\$10,331,100
PROJECT RELATED SOFT COSTS		\$351,044
LEGAL FEES	4.0% OF HC	\$125,292
RECORDING FEE	1.5% OF HC	\$46,508
REVENUE FEE	1.0% OF HC	\$33,339
RE INCREASE DURING CONSTRUCTION	1.0% OF HC	\$33,339
INSURANCE, TITLE, PERMITS	\$70 /DU	\$1,610
CONTRACTOR PROTECTION	\$200 /DU	\$4,400
SET-UP AND MARKETING/LOW-RO	\$300 /UNIT	\$6,600
RENT-UP DEFICIT	10.0%	\$113,122
CONSTRUCTION INTEREST @	10.0%	\$519,280
TOTAL SOFT COSTS		\$1,707,759

TOTAL PROJECT COSTS	CONTINGENCY (4 OF HARD COSTS)	TOTAL DEVELOPMENT COST	EQUITY REQUIREMENT	TIC/SSF
\$12,058,859	\$461,305	\$12,510,164	\$11,251,016	\$124,74
				\$87,318
				\$1,450,100
				\$125,310

MARKET RATE  
 SEC B-D  
 SELLER'S  
 P-SHIP=0  
 \$0.000=0  
 1  
 1  
 1  
 1  
 1  
 10.5%  
 33.000  
 33.000  
 33.000  
 6.800  
 3.000



II (a)

BEHALF INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)		GAP ANALYSIS (YEAR 1)	
	Monthly Income/Unit	Yearly Income	
<b>TENANT INCOME:</b>			
Market Rate Units:			
1 Bedroom:	9750	415,350	0
2 Bedroom:	41,000	1,62,400	1
Moderate Income Units:			
2 Bedroom:	4535	415,658	1
3 Bedroom:	4655	485,959	1
Low Income Units:			
2 Bedroom:	4397	410,493	10.56
3 Bedroom:	4426	451,611	5.06
<b>TOTAL TENANT INCOME:</b>		4730,672	(4379,347)
<b>SECTION 8/CHAPTER 707 SUBSIDY INCOME</b>			
Low Income:	40	40	(4884,577)
2 Bedroom:	40	40	
3 Bedroom:	40	40	
<b>TOTAL SECTION 8/707 INCOME:</b>		120	90
<b>SYNDICATION - TAX CREDIT (10 YEARS):</b>			
Low Income:	4385	4109,061	
2 Bedroom:	4407	453,717	
3 Bedroom:			
<b>TOTAL Syndication</b>		4162,778	(4884,577)
<b>SHARP PROGRAM:</b>			
Moderate Income:	40	40	(4721,600)
2 Bedroom:	40	40	
3 Bedroom:	40	40	
Low Income:	40	40	(4721,600)
2 Bedroom:	40	40	
3 Bedroom:	40	40	
<b>TOTAL SHARP INCOME:</b>		160	13,086

OPERATING PRO FORMA (YEAR 1, FIRST STABILIZED YEAR)	
<b>TOTAL INCOME AND SUBSIDIES:</b>	
Market Rate Units:	
1 Bedroom:	17
2 Bedroom:	16
Moderate Income Units:	
2 Bedroom:	22
3 Bedroom:	11
Low Income Units:	
2 Bedroom:	23
3 Bedroom:	11
<b>TOTAL INCOME AND SUBSIDIES</b>	4853,419
(See income schedule for specific subsidy breakdowns)	
<b>EXPENSES:</b>	
Operating Expenses	43.50 /RSF
Real Estate Taxes	80.35 /RSF
<b>TOTAL EXPENSES</b>	(4379,347)
<b>NET OPERATING INCOME:</b>	4514,102
ANNUAL DEBT SERVICE:	
Principal	111,259,147
Interest Rate	10.56
Term (Years)	30
<b>BEFORE TAX CASH FLOW (ERP)</b>	(4721,600)

BEHALF INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)	
<b>TOTAL INCOME AND SUBSIDIES:</b>	
Market Rate Units:	
1 Bedroom:	17
2 Bedroom:	16
Moderate Income Units:	
2 Bedroom:	22
3 Bedroom:	11
Low Income Units:	
2 Bedroom:	23
3 Bedroom:	11
<b>TOTAL INCOME AND SUBSIDIES</b>	4853,419
(See income schedule for specific subsidy breakdowns)	
<b>EXPENSES:</b>	
Operating Expenses	43.50 /RSF
Real Estate Taxes	80.35 /RSF
<b>TOTAL EXPENSES</b>	(4379,347)
<b>NET OPERATING INCOME:</b>	4514,102
ANNUAL DEBT SERVICE:	
Principal	111,259,147
Interest Rate	10.56
Term (Years)	30
<b>BEFORE TAX CASH FLOW (ERP)</b>	(4721,600)



FIFTEEN YEAR OPERATING PRO FORM

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
CARRIER YEAR																
PROJECT YEAR																
INFLATION/YEAR																
INCOME AND SUBSIDIES:																
TOTAL TENDRY INCOME:	730,672	767,205	805,565	845,844	888,136	932,543	979,170	1,028,128	1,079,335	1,133,311	1,190,187	1,249,636	1,312,181	1,377,790	1,446,680	1,519,014
TOTAL SECTION B/C/D/E/FER 707 INCOME:	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL TAX SYNDICATION:	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778	162,778
TOTAL SHARP INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL INCOME AND SUBSIDIES:	893,449	929,983	968,343	1,008,621	1,050,914	1,095,320	1,141,948	1,190,906	1,242,312	1,296,289	1,352,167	1,409,636	1,470,181	1,532,790	1,600,138	1,672,802

EXPENSES:																
OPERATING EXPENSES @	(598,363)	(613,281)	(628,945)	(645,352)	(662,662)	(680,795)	(700,853)	(722,821)	(744,698)	(768,485)	(794,192)	(820,821)	(848,374)	(876,851)	(906,254)	(936,587)
REAL ESTATE TAXES @	(60,984)	(62,083)	(63,283)	(64,483)	(65,683)	(66,883)	(68,083)	(69,283)	(70,483)	(71,683)	(72,883)	(74,083)	(75,283)	(76,483)	(77,683)	(78,883)
TOTAL EXPENSES:	(659,347)	(675,364)	(692,228)	(709,835)	(728,345)	(747,678)	(767,936)	(789,104)	(811,181)	(833,168)	(855,175)	(877,204)	(899,257)	(921,334)	(943,437)	(965,570)
NET OPERATING INCOME:	234,102	254,619	276,115	298,786	322,569	347,643	374,095	401,824	431,131	462,102	493,992	526,813	560,580	595,439	631,261	668,222
ANNUAL DEBT SERVICE:	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)	(1,235,902)
BEFORE TAX CASH FLOW:	(721,800)	(704,234)	(685,789)	(666,422)	(646,081)	(624,259)	(601,007)	(577,078)	(552,771)	(528,187)	(503,910)	(479,042)	(454,580)	(430,523)	(406,872)	(383,620)
ROTC (INT/TC)	1,114	1,254	1,404	1,554	1,714	1,874	2,034	2,194	2,354	2,514	2,674	2,834	2,994	3,154	3,314	3,474
RE (10%/EQUITY)	(57,716)	(58,234)	(58,752)	(59,270)	(59,788)	(60,306)	(60,824)	(61,342)	(61,860)	(62,378)	(62,896)	(63,414)	(63,932)	(64,450)	(64,968)	(65,486)
GRP TO ACHIEVE ROE OF	1804,367	1786,801	1768,356	1748,989	1728,654	1707,302	1684,883	1661,342	1636,625	1610,672	1583,436	1554,944	1525,220	1494,294	1462,186	1428,926

PV OF 15 YR GRP STRM @	86,259,200
NOMINAL VALUE OF GRP STREAM 15 YRS	810,568,179
PV OF 15 YR GRP STRM @ 6.50%	81,110,899
PV OF 10 YR TAX SHRD @ 6.50%	40
PV OF 15 YR SHRD @ 6.50%	40
TOTAL OF PV'S ABOVE	81,110,899

DEBT SERVICE CALCULATION:	911,259,117
INTEREST RATE	10.50% PER YEAR
TERM	30 YEARS
MONTHLY PAYMENT	\$102,936
YEARLY PAYMENT	\$1,235,262





RENTAL ANALYSIS PHASE 1B, INCOME PARCELS 89 - 1A  
 PARCEL DESCRIPTION: R11-C, R2-7A, R3-A, R-12A, R-12B, 31B,  
 PREPARED BY THE BOSTON DEVELOPMENT AUTHORITY

DEVELOPMENT PROGRAM:

MARKET AREA  
 50, 237 AC  
 MARKET RATIO  
 70 UNITS  
 PARKING SPACES  
 70 SPACES  
 EQUITY REQUIREMENT  
 10.00% OF TIC EQUITY

UNIT MIX:

MARKET RATE  
 33.0% (NO INCOME LIMIT)  
 MODERATE INCOME  
 33.0% (NO INCOME LIMIT) (50% OF SNGR MEDIUM INCOME)  
 LOW INCOME  
 33.0% (NO INCOME LIMIT) (50% OF SNGR MEDIUM INCOME)

UNIT COMPOSITION:

	MD. UNITS	% AE	SSF	MSF EFFICIENCY
MARKET RATE UNITS	17	50%	700	85.0%
1 BEDROOM UNITS	17	50%	1,000	85.0%
TOTAL MARKET RATE UNITS	33	100%	21,900	85.0%
MODERATE INCOME	22	67%	1,000	85.0%
2 BEDROOM UNITS	11	33%	1,245	85.0%
3 BEDROOM UNITS	11	33%	3,695	85.0%
TOTAL MODERATE INCOME UNITS	33	100%	58,635	85.0%
LOW INCOME	23	67%	1,000	85.0%
2 BEDROOM UNITS	11	33%	1,245	85.0%
3 BEDROOM UNITS	11	33%	3,695	85.0%
TOTAL LOW INCOME UNITS	34	100%	58,635	85.0%
TOTAL	100		100,230	85,217

DEVELOPMENT PROGRAM:

LAND COST	UNIT COST	TOTAL COST
MARKET RATE UNITS	425,000.00 /DU (FIRM)	4825,000
MODERATE INCOME UNITS	410,000.00 /DU (FIRM)	8330,000
LOW INCOME UNITS	85,000.00 /DU (FIRM)	8170,000
TOTAL LAND COST:		91,325,000

MARKET COSTS  
 RESIDENTIAL CONSTRUCTION PER GSF  
 890  
 89,026,100  
 910,301,100

TOTAL HARD AND LAND COSTS  
 910,301,100  
 PROJECT RELATED SOFT COSTS  
 4.0% OF HC  
 3,641,044  
 LEGAL FEES  
 0.5% OF HC  
 412,652  
 4,053,696  
 DEVELOPER'S FEE  
 4.0% OF HC  
 3,641,044  
 RE-TAKES DURING CONSTRUCTION  
 1.0% OF HC  
 469,563  
 RESERVE FOR UNRECOVERABLE MARKET  
 412,652  
 RENT-UP AND MARKETING/LOW-MID  
 450,000  
 4,820,100  
 RENT-UP DEFICIT  
 412,652  
 10.0%

CONSTRUCTION INTEREST #  
 4519,281  
 10.0%  
 TOTAL SOFT COSTS  
 41,707,759  
 TOTAL PROJECT COSTS  
 952,008,859

CONTINGENCY (% OF HARD COSTS)  
 5.0%  
 47,600,428  
 TOTAL DEVELOPMENT COST  
 1,000,000,000  
 EQUITY REQUIREMENT  
 10.0%  
 100,000,000  
 TIC/GSF  
 1024.74  
 TIC/1 BEDROOM UNIT  
 489.318  
 TIC/2 BEDROOM UNIT  
 4158.301  
 TIC/3 BEDROOM UNIT

OPTION 11B  
 MARKET=0  
 SEC. B=0  
 0  
 SNGR=0  
 0  
 P-SH=0  
 1  
 0(LAND)=0  
 1  
 11(C)=0  
 1  
 INT RATE  
 8.5%  
 M/T  
 33.00%  
 LOW  
 33.00%  
 DISK RATE  
 6.90%  
 INFLA FIR  
 3.00%



RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

MONTHLY INCOME	MONTHLY INCOME/UNIT	MONTHLY INCOME
MARKET INCOME:		
Market Rate Units:		
1 Bedroom:	8750	\$115,350
2 Bedroom:	81,000	\$182,400
Moderate Income Units:		
2 Bedroom:	4435	\$139,258
3 Bedroom:	1685	\$85,899
Low Income Units:		
2 Bedroom:	8397	\$104,093
3 Bedroom:	1428	\$51,571
TOTAL TENANT INCOME:		\$730,672

SECTION 8/CHAPTER 707 SUBSIDY INCOME

Low Income:	4273	\$71,301
2 Bedroom:	4112	\$51,665
3 Bedroom:		
TOTAL SECTION 8/707 INCOME:		\$123,245

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	4176	\$44,472
2 Bedroom:	8181	\$23,818
3 Bedroom:		
TOTAL SYNDICATION:		\$72,346

SHARP PROGRAM:

Moderate Income:	4370	\$71,280
2 Bedroom:	6325	\$421,300
3 Bedroom:		
Low Income:	4370	\$71,280
2 Bedroom:	6325	\$421,300
3 Bedroom:		
TOTAL SHARP INCOME:		\$623,160

GBP ANALYSIS (YEAR 1)

ASSUMPTIONS:	GBP FROM ABOVE
OPTION:	0
MARKET-FLO:	0
SZ, 6-0	0
SHARP-0	0
P-2010-0	1
44,000-0	1
14,740-0	1
INFLATION FACTOR:	6.5%
OPERATING EXPENSES:	(1373,347)
DEBT SERVICE:	(61,036,877)
TENANT INCOME:	\$730,672
GBP W/O SUBSIDY:	(6687,533)
GBP FROM ABOVE:	(6687,533)
SECTION 8 / CHAPTER 707 INCOME:	\$123,245
GBP:	(6564,307)

GBP FROM ABOVE

GBP FROM ABOVE:	(6564,307)
TAX CREDIT INCOME:	\$72,346
GBP:	(6491,961)

EXISTING GBP FROM ABOVE

SHARP INCOME:	\$231,600
FINAL BEFORE TAX CASH FLOW:	(4260,361)
GBP REQUIRED TO BREAK EVEN:	(4260,361)
GBP HOLDING A RETURN ON EQUITY OF 6.5%:	\$342,929

OPERATING PRO FORMA (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:	MONTHLY INCOME	ANNUAL INCOME
Market Rate Units:	17	\$750
2 Bedroom:	16	\$1,000
2 Bedroom:		\$182,400
Moderate Income Units:		
2 Bedroom:	22	\$873
3 Bedroom:	11	\$128,759
Low Income Units:		
2 Bedroom:	23	\$1,082
3 Bedroom:	11	\$1,304
TOTAL INCOME AND SUBSIDIES:		\$1,157,853
(See income schedule for specific subsidy breakdown)		
EXPENSES:		
Operating Expenses:	43.50 / NSF	(4298,333)
Real Estate Taxes:	60.35 / NSF	(640,380)
TOTAL EXPENSES:		(4938,713)
NET OPERATING INCOME:		\$78,516
ANNUAL DEBT SERVICE:		(61,036,877)
Interest Rate:	11.25%	147
Term (Years):	30	30
BEFORE TAX CASH FLOW (GBP):		(4260,361)







GENERAL INCOME SCHEDULE YEAR 1, FIRST STABILIZED YEAR

MONTHLY INCOME	MONTHLY INCOME/UNIT	YEARLY INCOME
Market Rate Units:		
1 Bedroom	4750	\$145,350
2 Bedroom	61,000	\$182,400
Moderate Income Units:		
1 Bedroom	4635	\$139,250
2 Bedroom	4853	\$145,590
3 Bedroom	4853	\$145,590
Low Income Units:		
1 Bedroom	4397	\$104,093
2 Bedroom	4428	\$133,671
3 Bedroom		
<b>TOTAL TENANT INCOME:</b>		<b>\$730,672</b>

SECTION 8(D) CHAPTER 707 SUBSIDY INCOME		
Low Income:	437	\$71,501
2 Bedroom	4412	\$131,663
3 Bedroom		
<b>TOTAL SECTION 8(D) CHAPTER 707 INCOME:</b>		<b>\$203,164</b>

SYNDICATION - TAX CREDIT (10 YEARS):		
Low Income:	6178	\$185,356
2 Bedroom	6188	\$185,607
3 Bedroom		
<b>TOTAL SYNDICATION:</b>		<b>\$370,963</b>

SHARP PROGRAM:		
Moderate Income:	4270	\$12,280
2 Bedroom	4325	\$12,975
3 Bedroom		
<b>Low Income:</b>		<b>\$25,255</b>
2 Bedroom	4270	\$12,280
3 Bedroom	4325	\$12,975
<b>TOTAL SHARP INCOME:</b>		<b>\$50,510</b>

EXPENSES

Operating Expenses	43.50 / MSF	(4596,363)
Rent Estate Taxes	46.35 / MSF	(4860,360)
<b>TOTAL EXPENSES:</b>		<b>(9,456,723)</b>

NET OPERATING INCOME:		\$780,314
ANNUAL DEBT SERVICE:		(6994,763)
Principal Payments	\$10,761,046	
Interest	1,500,000	
Term (Years)	30	
<b>BEFORE TAX CASH FLOW (BPP):</b>		<b>(6,214,449)</b>

EXPENSES:		
Operating Expenses	43.50 / MSF	(4596,363)
Rent Estate Taxes	46.35 / MSF	(4860,360)
<b>TOTAL EXPENSES:</b>		<b>(9,456,723)</b>

NET OPERATING INCOME:		\$780,314
ANNUAL DEBT SERVICE:		(6994,763)
Principal Payments	\$10,761,046	
Interest	1,500,000	
Term (Years)	30	
<b>BEFORE TAX CASH FLOW (BPP):</b>		<b>(6,214,449)</b>

OPERATING PRO FORMA YEAR 1, FIRST STABILIZED YEAR

Market Rate Units:	17	6750	\$115,350
2 Bedroom	16	61,000	\$182,400
Moderate Income Units:			
1 Bedroom	22	4635	\$230,538
2 Bedroom	11	4853	\$128,779
3 Bedroom			
Low Income Units:			
1 Bedroom	23	4397	\$258,530
2 Bedroom	11	4428	\$172,903
3 Bedroom			
<b>TOTAL INCOME AND SUBSIDIES:</b>			<b>\$1,157,161</b>

EXPENSES:		
Operating Expenses	43.50 / MSF	(4596,363)
Rent Estate Taxes	46.35 / MSF	(4860,360)
<b>TOTAL EXPENSES:</b>		<b>(9,456,723)</b>

NET OPERATING INCOME:		\$780,314
ANNUAL DEBT SERVICE:		(6994,763)
Principal Payments	\$10,761,046	
Interest	1,500,000	
Term (Years)	30	
<b>BEFORE TAX CASH FLOW (BPP):</b>		<b>(6,214,449)</b>

EXPENSES:		
Operating Expenses	43.50 / MSF	(4596,363)
Rent Estate Taxes	46.35 / MSF	(4860,360)
<b>TOTAL EXPENSES:</b>		<b>(9,456,723)</b>

NET OPERATING INCOME:		\$780,314
ANNUAL DEBT SERVICE:		(6994,763)
Principal Payments	\$10,761,046	
Interest	1,500,000	
Term (Years)	30	
<b>BEFORE TAX CASH FLOW (BPP):</b>		<b>(6,214,449)</b>

EXPENSES:		
Operating Expenses	43.50 / MSF	(4596,363)
Rent Estate Taxes	46.35 / MSF	(4860,360)
<b>TOTAL EXPENSES:</b>		<b>(9,456,723)</b>

NET OPERATING INCOME:		\$780,314
ANNUAL DEBT SERVICE:		(6994,763)
Principal Payments	\$10,761,046	
Interest	1,500,000	
Term (Years)	30	
<b>BEFORE TAX CASH FLOW (BPP):</b>		<b>(6,214,449)</b>

EXPENSES:		
Operating Expenses	43.50 / MSF	(4596,363)
Rent Estate Taxes	46.35 / MSF	(4860,360)
<b>TOTAL EXPENSES:</b>		<b>(9,456,723)</b>









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FIFTEEN YEAR OPERATING PRO FLOW

COLONIA YEAR	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
RENTAL YEAR																
INFLATION/YEAR																
INCOME AND SUBSIDIES:																
TOTAL TENANT INCOME:	720,672	767,205	800,665	845,844	888,136	932,943	979,170	1,028,128	1,079,535	1,133,311	1,190,187	1,249,696	1,312,181	1,377,790	1,446,650	1,519,014
TOTAL SECTION B/CHAPTER 707 INCOME:	123,245	129,408	135,078	142,672	149,806	157,296	165,161	173,419	182,090	191,194	200,754	210,791	221,331	232,398	243,917	256,218
TOTAL TRM SHMD/CD/DM:	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144	72,144
TOTAL SHARP INCOME	231,600	220,020	209,019	198,568	188,640	179,208	170,287	161,735	153,648	145,966	138,667	131,734	92,214	64,550	45,185	0
TOTAL INCOME AND SUBSIDIES:	1,157,661	1,188,777	1,222,606	1,259,227	1,298,725	1,341,190	1,386,721	1,435,426	1,487,116	1,542,815	1,599,608	1,657,222	1,652,765	1,674,738	1,735,882	1,775,232
EXPENSES:																
OPERATING EXPENSES #	(298,353)	(313,281)	(328,945)	(345,329)	(362,657)	(380,795)	(399,825)	(419,814)	(440,814)	(462,859)	(485,941)	(509,302)	(533,817)	(559,607)	(586,790)	(615,275)
REAL ESTATE TAXES #	(104,384)	(107,033)	(109,283)	(111,788)	(114,437)	(117,230)	(120,165)	(123,243)	(126,468)	(129,843)	(133,371)	(137,058)	(140,906)	(144,926)	(149,131)	(153,526)
TOTAL EXPENSES:	(379,347)	(399,344)	(418,230)	(433,141)	(446,092)	(468,133)	(490,351)	(513,779)	(538,668)	(564,922)	(592,912)	(621,912)	(648,812)	(681,253)	(715,313)	(751,681)
NET OPERATING INCOME:	778,314	790,432	804,376	820,086	837,628	877,056	878,260	901,646	956,948	984,233	916,696	944,410	944,474	989,422	984,801	986,557
ANNUAL REB SERVICE:	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)	(994,763)
BEFORE IIR CASH FLOW:	(216,449)	(204,331)	(190,387)	(174,677)	(157,137)	(137,727)	(116,493)	(93,117)	(67,819)	(40,440)	(13,071)	151,333	159,289	135,311	19,323	(16,166)
ROTC (105/77C)	6,504	6,604	6,714	6,854	6,994	7,154	7,338	7,534	7,744	7,974	8,234	8,514	8,814	9,134	9,484	9,854
ROTC (105/77D)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77E)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77F)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77G)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77H)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77I)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77J)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77K)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77L)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77M)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77N)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77O)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77P)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77Q)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77R)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77S)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77T)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77U)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77V)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77W)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77X)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77Y)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77Z)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AA)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AB)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AC)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AD)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AE)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AF)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AG)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AH)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AI)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AJ)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AK)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AL)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AM)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AN)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AO)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AP)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AQ)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AR)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AS)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AT)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AU)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC (105/77AV)	(6,504)	(6,604)	(6,714)	(6,854)	(6,994)	(7,154)	(7,338)	(7,534)	(7,744)	(7,974)	(8,234)	(8,514)	(8,814)	(9,134)	(9,484)	(9,854)
ROTC																



RENTAL ANALYSIS PHASE 18 VICINITY PARCELS #9 - 14  
 PARCEL DESCRIPTION: R1-C, R2-7D, R3-A, R-12A, R-12B, R-12C, 33B.  
 PREPARED BY THE REGIONAL REDEVELOPMENT AUTHORITY  
 DEVELOPMENT PROGRAM:

PARCEL AREA 50,627 GSF  
 100 UNITS  
 NUMBER OF UNITS 70 SPACES  
 PARKING SPACES  
 EQUITY REQUIREMENT 10.0% OF TIC EQUITY

UNIT MIX:

MARKET RATE 65.0% MID INCOME LIMIT  
 MODERATE INCOME 17.5% (NOT MORE THAN 60% OF SUCH MEDIUM INCOME)  
 LOW INCOME 17.5% (NOT MORE THAN 50% OF SUCH MEDIUM INCOME)

UNIT COMPOSITION:

	NO. UNITS	% REE	GSF	NSF	EFFICIENCY
MARKET RATE UNITS	32	50%	700	395	85.0%
2 BEDROOM UNITS	5	8%	1,000	500	80.0%
TOTAL MARKET RATE UNITS	64	100%	54,400	46,240	85.0%
MODERATE INCOME					
2 BEDROOM UNITS	12	67%	1,000	850	85.0%
3 BEDROOM UNITS	6	33%	1,245	1,050	85.0%
TOTAL MODERATE RATE UNITS	18	100%	15,470	16,550	85.0%
LOW INCOME					
2 BEDROOM UNITS	12	67%	1,000	850	85.0%
3 BEDROOM UNITS	6	33%	1,245	1,050	85.0%
TOTAL LOW INCOME UNITS	18	100%	15,470	16,550	85.0%
TOTAL	100		93,340	79,335	

DEVELOPMENT PROGRAM:

	UNIT COST	TOTAL COST
LAND COST		
MARKET RATE UNITS	\$25,000.00 / (DU) (FNU)	\$1,500,000
MODERATE INCOME UNITS	\$0.00 / (DU) (FNU)	0
LOW INCOME UNITS	\$0.00 / (DU) (FNU)	0
TOTAL LAND COST:		\$1,500,000
HARD COSTS		
RESIDENTIAL CONSTRUCTION PER GSF	950	95,400,500
TOTAL HARD AND LAND COSTS		\$10,000,500
PROJECT RELATED SOFT COSTS		
SIZE FEES	4.0% OF LC	\$38,024
PERMITS	1.0% OF LC	9,500
ACCOUNTING FEES	0.2% OF LC	1,900
DEVELOPER'S FEE	4.0% OF LC	\$38,024
INSURANCE	0.5% OF LC	4,750
FINANCING CONSTRUCTION	1.0% OF LC	9,500
MARKETING	1.0% OF LC	9,500
RENT-UP AND MARKETING/MARKET	1600 / UNIT	\$10,800
RENT-UP AND MARKETING/LAND-NO	\$300 / UNIT	\$10,800
RENT-UP DEFICIT	10.0%	\$21,507
CONSTRUCTION INTEREST @	10.0%	\$505,236
TOTAL SOFT COSTS		\$1,722,111
TOTAL PROJECT COSTS		\$11,722,711
CONTINGENCY 1% OF HARD COSTS	5.0%	\$468,000
TOTAL DEVELOPMENT COST		\$12,190,711
EQUITY REQUIREMENT	10.0%	\$1,219,071
TIC/GSF		\$130.20
TIC/1 BEDROOM UNIT		\$91.138
TIC/2 BEDROOM UNIT		\$135.25
TIC/3 BEDROOM UNIT		\$162.107

MARKET=0  
 SET=0  
 SIZ=0  
 SER=0  
 P-SHIP=0  
 64,000=0  
 11,000=0  
 INT RATE 8.5%  
 WAT 65,000  
 17,500  
 DISC RATE 5.90%  
 IMPD FIR 5.00%



RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

	Monthly Income/Unit	Yearly Income
<b>TENANT INCOME:</b>		
Market Rate Units:		
1 Bedroom:	8750	\$274,500
2 Bedroom:	11,000	3,300,000
3 Bedroom:	14,000	4,200,000
Moderate Income Units:		
2 Bedroom:	4635	142,050
3 Bedroom:	4685	140,550
Low Income Units:		
2 Bedroom:	4337	130,310
3 Bedroom:	4428	132,810

TOTAL TENANT INCOME: \$655,707

SECTION #/CHAPTER 707 SUBSIDY INCOME

Low Income:	4273	\$37,346
2 Bedroom:	4412	\$28,181
3 Bedroom:		
TOTAL SECTION 8/707 INCOME:		\$65,527

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	90	\$0
2 Bedroom:	90	\$0
3 Bedroom:	90	\$0
TOTAL Syndication:		\$0

SHARP PROGRAM:

Moderate Income:		
2 Bedroom:	4270	\$38,880
3 Bedroom:	4325	\$38,400
Low Income:		
2 Bedroom:	4270	\$38,880
3 Bedroom:	4325	\$38,400
TOTAL SHARP INCOME:		\$124,560

BP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION	0
MARKET	0
SEC 8-B	0
SHARP	0
P-501P-0	1
40,000-0	1
40,000-0	1
INFLATION FACTOR	8.5%
OPERATING EXPENSES	(1353,059)
DEBT SERVICE	(61,009,186)
TENANT INCOME	655,707
BP W/O SUBSIDY	(606,348)

BP FROM ABOVE

(606,348)

SECTION 8 / CHAPTER 707 INCOME

\$65,527

BP

(441,020)

TAX CREDIT INCOME

\$0

BP

(441,020)

EXISTING BP FROM ABOVE

(441,020)

SHARP INCOME

\$124,560

FINAL BEFORE TAX CASH FLOW

(316,460)

BP REQUIRED TO BREAK EVEN

(316,460)

BP INCLUDING A RETURN ON EQUITY OF 6.60%

\$396,169

OPERATING PRO FORMA (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:

Market Rate Units:			
1 Bedroom:	32	9750	\$274,500
2 Bedroom:	32	11,000	3,300,000
Moderate Income Units:			
2 Bedroom:	12	4673	123,748
3 Bedroom:	6	4976	190,258
Low Income Units:			
2 Bedroom:	12	4907	130,336
3 Bedroom:	6	5123	150,656
TOTAL INCOME AND SUBSIDIES			\$1,045,794

(See income schedule for specific subsidy breakdowns)

EXPENSES:

Operating Expenses	43.50 / NSF	(4271,687)
Real Estate Taxes	40.57 / NSF	(175,372)
TOTAL EXPENSES:		(4,523,059)

NET OPERATING INCOME:

\$62,735

PAYABLE DEBT SERVICES:

(61,009,186)

Interest Rate

8.50%

Term Years:

30

BEFORE TAX CASH FLOW (BP)

(316,460)





FFREN YEAR OPERATING PRO FORM 11C

CALENDAR YEAR	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
INCOME AND SUBSIDIES:																
TOTAL TEAM INCOME:	655,707	898,482	943,417	990,568	1,040,117	1,092,123	1,146,729	1,204,065	1,264,269	1,327,482	1,393,656	1,463,509	1,536,726	1,613,563	1,694,241	1,778,953
TOTAL SECTION A/CHAPTER 707 INCOME:	65,327	64,804	72,244	78,826	79,649	81,631	87,413	92,203	96,814	101,624	106,737	112,074	117,677	123,261	129,139	136,226
TOTAL PAY STABILIZATION:	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL SHIP INCOME:	124,560	118,332	112,415	106,795	101,455	96,382	91,563	86,985	82,636	78,504	74,379	70,250	66,395	62,716	59,301	0
TOTAL INCOME AND SUBSIDIES:	1,045,794	1,085,628	1,128,076	1,173,238	1,221,221	1,272,138	1,326,105	1,383,254	1,443,718	1,507,640	1,575,122	1,646,473	1,720,959	1,771,840	1,848,282	1,915,179
EXPENSES:																
OPERATING EXPENSES #	(277,687)	(291,271)	(306,149)	(321,427)	(337,330)	(354,166)	(372,124)	(391,233)	(410,289)	(430,783)	(452,227)	(474,338)	(498,685)	(523,619)	(549,900)	(577,290)
REAL ESTATE TAXES #	(75,372)	(75,141)	(83,090)	(91,233)	(91,615)	(98,156)	(101,068)	(106,688)	(111,339)	(116,327)	(122,719)	(128,912)	(135,337)	(142,129)	(149,221)	(156,653)
TOTAL EXPENSES:	(353,059)	(370,711)	(389,247)	(408,791)	(428,145)	(450,682)	(473,121)	(498,789)	(521,628)	(547,710)	(575,095)	(603,250)	(634,042)	(665,749)	(699,021)	(733,943)
NET OPERATING INCOME:	692,735	714,916	738,829	764,529	792,076	821,334	852,972	886,465	922,090	959,338	1,000,027	1,042,223	1,083,966	1,106,096	1,149,250	1,181,136
ANNUAL DEBT SERVICE:	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)	(11,009,198)
BEFORE TAX CASH FLOW:	(316,460)	(294,280)	(270,367)	(244,667)	(217,120)	(187,622)	(156,223)	(122,731)	(87,106)	(49,859)	9,199	31,427	60,760	96,900	140,054	172,000
ROTC (IND/INT)	5,704	5,884	6,064	6,254	6,324	6,764	7,024	7,294	7,574	7,904	8,234	8,594	8,804	9,104	9,464	9,724
ROE (161/20/17)	-36,044	-24,224	-22,254	-20,134	-17,874	-15,444	-12,854	-10,104	-7,174	-4,054	-1,754	2,754	5,004	7,974	11,324	14,154
GAP TO ACHIEVE ROE OF 6.60%	438,663	4374,468	4324,075	4224,075	4227,427	4257,870	4236,132	4202,939	4167,314	4124,474	4083,327	4046,781	4013,446	40	40	40
PV OF 15 YR GAP STRM #	42,054,765															
NOMINAL VALUE OF GAP STREAM 15 YRS	42,303,520															
DEBT SERVICE CALCULATION:	410,937,467															
INTEREST RATE	8.50% PER YEAR															
TERM	30 YEARS															
MONTHLY PAYMENT	484,108															
MONTHLY PAYMENT	41,084,108															
TOTAL OF PVS ABOVE	81,325,461															

PV OF 15 YR GAP STRM #	42,054,765
PV OF 10 YR TOT SHIP #	6,904
PV OF 15 YR SHIP #	6,904
TOTAL OF PVS ABOVE	81,325,461
DEBT SERVICE CALCULATION:	410,937,467
INTEREST RATE	8.50% PER YEAR
TERM	30 YEARS
MONTHLY PAYMENT	484,108
MONTHLY PAYMENT	41,084,108







RENTAL INCOME SCHEDULE (YEAR 1, FIRST STABILIZED YEAR)

MONTHLY INCOME	YEARLY INCOME
High Rate Units:	
1 Bedroom:	4750
2 Bedroom:	81,000
Moderate Income Units:	
2 Bedroom:	4873
3 Bedroom:	4976
Low Income Units:	
2 Bedroom:	41,081
3 Bedroom:	41,305
<b>TOTAL INCOME AND SUBSIDIES:</b>	<b>111,116,305</b>

(See income schedule for specific subsidy breakdowns)

OPERATING PRO FORMA (YEAR 1, FIRST STABILIZED YEAR)

TOTAL INCOME AND SUBSIDIES:

Market Rate Units:

1 Bedroom:	25	4750	4213,750
2 Bedroom:		81,000	4265,000
Moderate Income Units:			
2 Bedroom:	17	4873	4178,113
3 Bedroom:	0	4976	493,612
Low Income Units:			
2 Bedroom:	17	41,081	4250,140
3 Bedroom:	0	41,305	4125,300
<b>TOTAL INCOME AND SUBSIDIES:</b>	<b>69</b>		<b>41,116,305</b>

EXPENSES:

Operating Expenses	43.50 /SF	14286,450
Real Estate Taxes	40.35 /SF	18,778,591
<b>TOTAL EXPENSES:</b>		<b>33,065,041</b>
<b>NET OPERATING INCOME:</b>		<b>8,051,264</b>

ANNUAL GROSS REVENUE:

Principal Rate	410,850,750
Interest Rate	8.5%
Term (Years)	30
<b>BEFORE TAX CASH FLOW (BCPF)</b>	<b>(4250,523)</b>

GP ANALYSIS (YEAR 1)

ASSUMPTIONS:

OPTION NUMBER=0	0
SEC-B=0	0
SHRIP=0	0
P-SHIP=0	1
60,000=0	1
100=0	0.54
INFLATION FACTOR	5.04
<b>OPERATING EXPENSES</b>	<b>(10,364,709)</b>
<b>RENT SERVICE</b>	<b>(41,062,119)</b>
<b>TENANT INCOME</b>	<b>(4800,257)</b>
<b>GP 1/10 SUBSIDY</b>	<b>(10,566,570)</b>
<b>GP FROM ABOVE</b>	<b>(10,566,570)</b>

SECTION 8 / CHAPTER 707 INCOME:

Low Income:	4273	452,907
2 Bedroom:	437,374	437,374
3 Bedroom:	4412	430,482
<b>TOTAL SECTION 8/707 INCOME:</b>		<b>876,763</b>

GP

GP FROM ABOVE	(10,566,570)
<b>TOTAL SECTION 8 / CHAPTER 707 INCOME</b>	<b>876,763</b>
<b>GP</b>	<b>(9,689,807)</b>

SYNDICATION - TAX CREDIT (10 YEARS):

Low Income:	4174	435,914 *
2 Bedroom:	4182	417,192 *
3 Bedroom:		
<b>TOTAL Syndication:</b>		<b>853,106</b>

SHRIP PROGRAM:

Moderate Income:	4270	455,089
2 Bedroom:	4228	431,200
3 Bedroom:		
Low Income:	4370	455,089
2 Bedroom:	4228	431,200
3 Bedroom:		
<b>TOTAL SHRIP INCOME:</b>		<b>1,772,578</b>

GP FROM ABOVE

GP FROM ABOVE	(10,566,570)
<b>TAX CREDIT INCOME</b>	<b>853,106</b>
<b>GP</b>	<b>(9,713,464)</b>

EXISTING GP FROM ABOVE

EXISTING GP FROM ABOVE	(9,423,083)
SHRIP INCOME	1,772,578
<b>FINAL BEFORE TAX CASH FLOW</b>	<b>(4250,523)</b>
<b>GP REQUIRED TO BREAK EVEN</b>	<b>(4250,523)</b>
<b>GP INCLUDING A RETURN ON EQUITY OF 6.60%</b>	<b>(330,168)</b>

GP FROM ABOVE

GP FROM ABOVE	(10,566,570)
<b>TAX CREDIT INCOME</b>	<b>853,106</b>
<b>GP</b>	<b>(9,713,464)</b>

EXISTING GP FROM ABOVE

EXISTING GP FROM ABOVE	(9,423,083)
SHRIP INCOME	1,772,578
<b>FINAL BEFORE TAX CASH FLOW</b>	<b>(4250,523)</b>
<b>GP REQUIRED TO BREAK EVEN</b>	<b>(4250,523)</b>
<b>GP INCLUDING A RETURN ON EQUITY OF 6.60%</b>	<b>(330,168)</b>



FIFTEEN YEAR OPERATING AND FINANCIAL DATA																		
YEAR	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
OPERATING REVENUE	800,257	840,270	882,284	926,398	972,718	1,021,254	1,072,421	1,126,042	1,182,344	1,241,462	1,303,535	1,368,711	1,437,147	1,509,004	1,584,455	1,663,677		
INFLATION/YEAR	5.0%																	
INCOME AND SUBSIDIES:																		
TOTAL LEASE INCOME:	90,482	95,006	99,756	104,744	109,981	115,480	121,254	127,317	133,683	140,367	147,365	154,755	162,492	170,617	179,148	188,105		
TOTAL SECTION 8/CHAPTER 707 INCOME:	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006	53,006
TOTAL FOR SUBORDINATION:	172,560	163,932	155,725	147,949	140,551	133,524	126,047	119,565	114,440	108,756	103,318	98,152	93,207	88,595	84,095	79,666	0	0
TOTAL SHARP INCOME	1,116,305	1,152,214	1,190,781	1,232,098	1,276,265	1,323,383	1,373,529	1,426,870	1,483,313	1,543,590	1,607,249	1,674,618	1,745,854	1,819,150	1,895,610	1,976,394		
TOTAL INCOME AND SUBSIDIES:																		
EXPENSES:																		
OPERATING EXPENSES:	(386,850)	(401,182)	(416,252)	(432,064)	(448,671)	(466,084)	(484,303)	(503,336)	(523,181)	(543,837)	(565,304)	(587,584)	(610,687)	(634,624)	(659,407)	(685,049)	(711,561)	(739,044)
PERK ESTATE TAXES:	(77,859)	(81,723)	(85,840)	(90,121)	(94,538)	(99,070)	(103,730)	(108,521)	(113,433)	(118,467)	(123,624)	(128,904)	(134,308)	(139,837)	(145,492)	(151,274)	(157,184)	(163,224)
TOTAL EXPENSES:	(464,709)	(482,905)	(502,092)	(522,185)	(543,209)	(565,154)	(588,034)	(611,857)	(636,614)	(662,304)	(688,928)	(716,488)	(745,091)	(774,461)	(804,903)	(836,323)	(868,785)	(902,268)
NET OPERATING INCOME:	751,336	769,270	788,690	809,913	832,750	857,897	884,784	913,688	944,672	977,807	1,013,321	1,044,003	1,075,170	1,106,826	1,139,707	1,173,364		
MARKET DEBT SERVICE:	(1,002,119)	(1,062,119)	(1,123,119)	(1,185,119)	(1,248,119)	(1,312,119)	(1,377,119)	(1,443,119)	(1,510,119)	(1,578,119)	(1,647,119)	(1,717,119)	(1,788,119)	(1,860,119)	(1,933,119)	(2,007,119)	(2,082,119)	(2,158,119)
BEFORE (AFTER) CASH FLOW:	(250,823)	(292,849)	(334,429)	(375,206)	(415,369)	(454,222)	(491,335)	(527,431)	(562,447)	(596,312)	(628,797)	(660,116)	(690,349)	(719,493)	(747,546)	(774,549)	(800,485)	(826,364)
ADJUST. INC./DEC. RATE (0.05/0.11)	6,238	-13,306	-11,534	-5,544	-1,714	1,116	2,325	3,579	4,884	6,246	7,661	9,133	10,661	12,253	13,907	15,623	17,400	19,238
6.50% TO ACHIEVE RATE OF	8330,164	8312,495	8293,075	8271,864	8249,814	8227,872	8205,980	8184,076	8162,093	8140,067	8117,951	8095,794	8073,546	8051,257	8028,877	8006,357	7983,747	7961,007
PV OF 15 YR 6.50% STIM @	61,792,037																	
INTEREST RATE	6.50%																	
NOMINAL VALUE OF 6.50% STREAM 15 YRS	82,608,655																	
DEBT SERVICE CALCULATION:																		
PRINCIPAL	810,860,768																	
INTEREST	8,306,286																	
TOTAL DEBT SERVICE	819,167,054																	
PERMANENTLY PAYMENT	81,002,119																	
YEARLY PAYMENT																		

11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
8.49%	8.27%	8.05%	7.83%	7.61%	7.39%	7.17%	6.95%	6.73%	6.51%	6.29%	6.07%	5.85%	5.63%	5.41%	5.19%	4.97%	4.75%	4.53%	4.31%
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8.49%	8.27%	8.05%																	















